

Non-Responsive, (b)(5)



----- Forwarded message -----

From: Digiammarino, Frank (b) (6) <[REDACTED]@amazon.com>

Date: Sun, Apr 13, 2014 at 10:12 PM

Subject: FW: Dan Tangerlini

To: "Daniel Tangherlini - A (dan.tangherlini@gsa.gov)" <dan.tangherlini@gsa.gov>

Cc: "Tanya Daggett - AC (tanya.daggett@gsa.gov)" <tanya.daggett@gsa.gov>, [REDACTED]  
[REDACTED]@amazon.com>

Dan - AWS Worldwide Public Sector will be hosting our 5th Annual AWS Government, Education, and Nonprofits Symposium June 24 - 26, 2014 at the DC Convention Center. We will be bringing together over 2000 people from our Government, Education, and Nonprofit customer and partner ecosystem to network and learn about the latest trends, best practices and ways organizations are driving innovation, savings and efficiencies using the cloud. (<http://aws.amazon.com/events/wwps/symposia/washington/>)

We would very much like to invite you to give a keynote presentation to set the tone for our two day pay program centered around how cloud enables organizations to deliver more mission for the money. Your passion for accelerating efficiencies and innovation across federal government would add a tremendous amount of value. We'd love to highlight how you are working to advocate change and the ways government can rethink traditional approaches to achieve impact. The session 30 minutes on June 24<sup>th</sup>. Please let me know if this is something you'd be interested in doing.

We'd love to include you and GSA on the program, We've already secured leaders from NASA, HHS, and expect to have speakers from NJ State Police, Harvard Medical and more. Look forward to hearing back.

Take care – Frank

Frank DiGiammarino

Director, Innovation and Global Expansion

World Wide Public Sector

Amazon Web Services

<[image001.png](#)>

---

<http://aws.amazon.com>

Non-Responsive, (b)(5)



----- Forwarded message -----

From: Digiammarino, Frank (b) (6) <(b) (6)@amazon.com>

Date: Sun, Apr 13, 2014 at 10:12 PM

Subject: FW: Dan Tangerlini

To: "Daniel Tangherlini - A (dan.tangherlini@gsa.gov)" <dan.tangherlini@gsa.gov>

Cc: "Tanya Daggett - AC (tanya.daggett@gsa.gov)" <tanya.daggett@gsa.gov>, (b) (6)

<(b) (6)@amazon.com>

Dan - AWS Worldwide Public Sector will be hosting our 5th Annual AWS Government, Education, and Nonprofits Symposium June 24 - 26, 2014 at the DC Convention Center. We will be bringing together over 2000 people from our Government, Education, and Nonprofit customer and partner ecosystem to network and learn about the latest trends, best practices and ways organizations are driving innovation, savings and efficiencies using the cloud. (<http://aws.amazon.com/events/wwps/symposia/washington/>)

We would very much like to invite you to give a keynote presentation to set the tone for our two day pay program centered around how cloud enables organizations to deliver more mission for the money. Your passion for accelerating efficiencies and innovation across federal government would add a tremendous amount of value. We'd love to highlight how you are working to advocate change and the ways government can rethink traditional approaches to achieve impact. The session 30 minutes on June 24<sup>th</sup>. Please let me know if this is something you'd be interested in doing.

We'd love to include you and GSA on the program, We've already secured leaders from NASA, HHS, and expect to have speakers from NJ State Police, Harvard Medical and more. Look forward to hearing back.

Take care – Frank

Frank DiGiammarino

Director, Innovation and Global Expansion

---

Folder: GSA-2018-001433

World Wide Public Sector

Amazon Web Services

[<image001.png>](#)

<http://aws.amazon.com>

Non-Responsive, (b)(5)

----- Forwarded message -----

From: Digiammarino, Frank (b) (6) <[REDACTED]@amazon.com>

Date: Sun, Apr 13, 2014 at 10:12 PM

Subject: FW: Dan Tangerlini

To: "Daniel Tangherlini - A (dan.tangherlini@gsa.gov)" <dan.tangherlini@gsa.gov>

Cc: "Tanya Daggett - AC (tanya.daggett@gsa.gov)" <tanya.daggett@gsa.gov>, (b) (6) <[REDACTED]@amazon.com>

Dan - AWS Worldwide Public Sector will be hosting our 5th Annual AWS Government, Education, and Nonprofits Symposium June 24 - 26, 2014 at the DC Convention Center. We will be bringing together over 2000 people from our Government, Education, and Nonprofit customer and partner ecosystem to network and learn about the latest trends, best practices and ways organizations are driving innovation, savings and efficiencies using the cloud. (<http://aws.amazon.com/events/wwps/symposia/washington/>)

We would very much like to invite you to give a keynote presentation to set the tone for our two day pay program centered around how cloud enables organizations to deliver more mission for the money. Your passion for accelerating efficiencies and innovation across federal government would add a tremendous amount of value. We'd love to highlight how you are working to advocate change and the ways government can rethink traditional approaches to achieve impact. The session 30 minutes on June 24<sup>th</sup>. Please let me know if this is something you'd be interested in doing.

We'd love to include you and GSA on the program, We've already secured leaders from NASA, HHS, and expect to have speakers from NJ State Police, Harvard Medical and more. Look forward to hearing back.

Take care – Frank

Frank DiGiammarino

Director, Innovation and Global Expansion

World Wide Public Sector

Amazon Web Services



<http://aws.amazon.com>

Non-Responsive, (b)(5)



----- Forwarded message -----

From: Digiammarino, Frank (b) (6) <[REDACTED]@amazon.com>

Date: Sun, Apr 13, 2014 at 10:12 PM

Subject: FW: Dan Tangerlini

To: "Daniel Tangherlini - A (dan.tangherlini@gsa.gov)" <dan.tangherlini@gsa.gov>

Cc: "Tanya Daggett - AC (tanya.daggett@gsa.gov)" <tanya.daggett@gsa.gov>, (b) (6) <[REDACTED]@amazon.com>

Dan - AWS Worldwide Public Sector will be hosting our 5th Annual AWS Government, Education, and Nonprofits Symposium June 24 - 26, 2014 at the DC Convention Center. We will be bringing together over 2000 people from our Government, Education, and Nonprofit customer and partner ecosystem to network and learn about the latest trends, best practices and ways organizations are driving innovation, savings and efficiencies using the cloud. (<http://aws.amazon.com/events/wwps/symposia/washington/>)

We would very much like to invite you to give a keynote presentation to set the tone for our two day pay program centered around how cloud enables organizations to deliver more mission for the money. Your passion for accelerating efficiencies and innovation across federal government would add a tremendous amount of value. We'd love to highlight how you are working to advocate change and the ways government can rethink traditional approaches to achieve impact. The session 30 minutes on June 24<sup>th</sup>. Please let me know if this is something you'd be interested in doing.

We'd love to include you and GSA on the program, We've already secured leaders from NASA, HHS, and expect to have speakers from NJ State Police, Harvard Medical and more. Look forward to hearing back.

Take care – Frank

Frank DiGiammarino

Director, Innovation and Global Expansion

World Wide Public Sector

Amazon Web Services

---



<http://aws.amazon.com>

Non-Responsive, (b)(5)

----- Forwarded message -----

From: Digiammarino, Frank (b) (6) @amazon.com>

Date: Sun, Apr 13, 2014 at 10:12 PM

Subject: FW: Dan Tangerlini

To: "Daniel Tangherlini - A (dan.tangherlini@gsa.gov)" <dan.tangherlini@gsa.gov>

Cc: "Tanya Daggett - AC (tanya.daggett@gsa.gov)" <tanya.daggett@gsa.gov>, (b) (6) amazon.com>

Dan - AWS Worldwide Public Sector will be hosting our 5th Annual AWS Government, Education, and Nonprofits Symposium June 24 - 26, 2014 at the DC Convention Center. We will be bringing together over 2000 people from our Government, Education, and Nonprofit customer and partner ecosystem to network and learn about the latest trends, best practices and ways organizations are driving innovation, savings and efficiencies using the cloud. (<http://aws.amazon.com/events/wwps/symposia/washington/>)

We would very much like to invite you to give a keynote presentation to set the tone for our two day pay program centered around how cloud enables organizations to deliver more mission for the money. Your passion for accelerating efficiencies and innovation across federal government would add a tremendous amount of value. We'd love to highlight how you are working to advocate change and the ways government can rethink traditional approaches to achieve impact. The session 30 minutes on June 24<sup>th</sup>. Please let me know if this is something you'd be interested in doing.

We'd love to include you and GSA on the program, We've already secured leaders from NASA, HHS, and expect to have speakers from NJ State Police, Harvard Medical and more. Look forward to hearing back.

Take care – Frank

Frank DiGiammarino

Director, Innovation and Global Expansion

World Wide Public Sector

Amazon Web Services



<http://aws.amazon.com>

Folder: GSA-2018-00143

email: (b) (6)

Visit the Potomac Officers Club site to register for our upcoming events: <http://www.potomacofficersclub.com/>

---

Folder: GSA-2018-00143

**Subject:** So Sorry  
**Date:** Wed, 24 Sep 2014 20:46:57 +0000  
**From:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**To:** "dominic.sale@gsa.gov" <dominic.sale@gsa.gov>  
**Message-ID:** <8EB44FCCDE5D5C46B83984CBD404481518FA0D05@ex10-mbx-25001.ant.amazon.com>  
**MD5:** 0dad4f849ef5e59d48ef058807b7d36b

Dominic – I’m so sorry I couldn’t make the meeting on Monday. I had been in the UK the week prior and my calendar was slammed and couldn’t get to your session. Hopefully the time with (b) (6) and (b) (6) was useful. Want to schedule some time for us to catch up? Take care - Frank

Frank DiGiammarino  
Director, Innovation and Global Expansion  
World Wide Public Sector  
Amazon Web Services

**Subject:** Re: So Sorry  
**Date:** Wed, 24 Sep 2014 22:38:50 -0400  
**From:** Dominic Sale - M1E <dominic.sale@gsa.gov>  
**To:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**Message-ID:** <CAC\_wgY6Ke2roz+7avE-Pn=zmLA87izhrw-N3PUKTXR0Ekg2Crg@mail.gmail.com>  
**MD5:** e99be0a851a391d73464065ac46fcb87

Frank, no worries at all. Of course I was disappointed you couldn't make it, but (b) (6) and (b) (6) were great and we had a very informative discussion. Of course, I'd always appreciate getting time on your calendar, but I know you're an extremely busy man and I don't want to spend your valuable time meeting with me for a meeting's sake. I'd love to figure out how we can work with all the major cloud providers to sort through other adoption issues, like FedRAMP, but for other factors preventing cloud adoption. If your team thinks there's a natural follow-on from Monday, perhaps to explore this cloud adoption idea, I'm happy to meet in the near future. Otherwise, maybe we can just try to reconnect in a few months.

By the way, happy belated birthday to (b) (6)

Cheers,  
Dominic

On Wed, Sep 24, 2014 at 4:46 PM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

Dominic – I'm so sorry I couldn't make the meeting on Monday. I had been in the UK the week prior and my calendar was slammed and couldn't get to your session. Hopefully the time with (b) (6) and (b) (6) was useful. Want to schedule some time for us to catch up? Take care - Frank

Frank DiGiammarino  
Director, Innovation and Global Expansion  
World Wide Public Sector  
Amazon Web Services

--

Dominic Sale  
GSA Office of Government-wide Policy  
(b) (6)

**Subject:** RE: Amazon Visit..... Dan Tangherlini  
**Date:** Wed, 30 Oct 2013 15:21:33 +0000  
**From:** "(b) (6)" <(b) (6)@amazon.com>  
**To:** "Digiammarino, Frank" <(b) (6)amazon.com>, Daniel Tangherlini - A <dan.tangherlini@gsa.gov>  
**Cc:** Tanya Daggett - AC <tanya.daggett@gsa.gov>, Jolene Lester - A <jolene.lester@gsa.gov>, "(b) (6)" <(b) (6)@amazon.com>  
**Message-ID:** <E00DCB03D3280E4A824AC7B9B288920D18CDB2E2@ex10-mbx-25001.ant.amazon.com>  
**MD5:** d96cc2ceb437fe1723e0fe2ba2efa6f5

Dan,

We met briefly yesterday at the HC conference in Williamsburg. I just had a call with Tanya to start our planning process, and we will be following up with her today to complete the agenda. We look forward to hosting you in Seattle next week!

Regards,

(b) (6)

(b) (6)

**From:** Digiammarino, Frank  
**Sent:** Wednesday, October 30, 2013 11:04 A M  
**To:** Daniel Tangherlini - A  
**Cc:** Tanya Daggett - A C ; Jolene Lester - A ; (b) (6)  
**Subject:** RE : Amazon Visit..... Dan Tangherlini

Dan – Thanks for thinking of us and the team is excited to host you in Seattle. I want to update you on your visit. I will be on my way to Japan that day and unable to join for the conversation. The two gentlemen I've copied on this message, however, are going to be able to host you and make sure you get to have an engaging conversation with our team in Seattle. (b) (6) is our General Manager for State, Local and Education in the United States and lives in Seattle. (b) (6) was one of the reasons I came to Amazon and has a great perspective on the company and what makes it tick. He will be with you for however long you are at Amazon and I'm sure you two will hit it off. (b) (6) is our General Manager for the US Civilian business. He and his team are based in Herndon, VA and will work with Tanya to help coordinate with the team in Seattle and make sure you get the most out of your time. I really regret not being part of the party! I'm back from my travels for the week of 11/18. Would you like to grab some time that week? If so, Tanya (Superstar) knows how to get me ☺

Have a blast and I look forward to catching up again soon. Take care - Frank

**From:** Daniel Tangherlini - A [<mailto:dan.tangherlini@gsa.gov>]  
**Sent:** Monday, October 28, 2013 5:13 PM  
**To:** Digiammarino, Frank  
**Cc:** Tanya Daggett - A C ; Jolene Lester - A  
**Subject:** Re: Amazon Visit..... Dan Tangherlini

Frank, thanks for asking! Internally, we have been using Amazon as an example for the transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

-Dan

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

See Frank's question..

----- Forwarded message -----

From: **Frank DiGiammarino** (b) (6) >  
Date: Mon, Oct 28, 2013 at 2:05 PM  
Subject: RE: Amazon Visit..... Dan Tangherlini  
To: Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) [amazon.com](mailto:(b)(6)@amazon.com). Take care - Frank

---

Date: Mon, 28 Oct 2013 11:30:19 -0400  
Subject: Amazon Visit..... Dan Tangherlini  
From: [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)  
To: (b) (6)

Hello there....

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

Let me know if you're available...

--

Thank You!

Tanya Daggett

---

---

Folder: GSA-2018-001433

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)  
mobile:

--  
Thank You!

Tanya Daggett

---

**GSA Headquarters**  
**1800 F Street NW**  
**Washington, DC 20405**

office: (b) (6)  
mobile:

---

Non-Responsive

**From:** Digiammarino, Frank  
**Sent:** Wednesday, October 30, 2013 11:04 A M  
**To:** Daniel Tangherlini - A  
**Cc:** Tanya Daggett - A C ;Jolene Lester - A ;(b) (6) ;(b) (6)  
**Subject:** R E :A mazon Visit.....Dan Tangherlini

Dan – Thanks for thinking of us and the team is excited to host you in Seattle. I want to update you on your visit. I will be on my way to Japan that day and unable to join for the conversation. The two gentlemen I've copied on this message, however, are going to be able to host you and make sure you get to have an engaging conversation with our team in Seattle. (b) (6) is our General Manager for State, Local and Education in the United States and lives in Seattle. (b) (6) was one of the reasons I came to Amazon and has a great perspective on the company and what makes it tick. He will be with you for however long you are at Amazon and I'm sure you two will hit it off. (b) (6) is our General Manager for the US Civilian business. He and his team are based in Herndon, VA and will work with Tanya to help coordinate with the team in Seattle and make sure you get the most out of your time. I really regret not being part of the party! I'm back from my travels for the week of 11/18. Would you like to grab some time that week? If so, Tanya (Superstar) knows how to get me ☺

Have a blast and I look forward to catching up again soon. Take care - Frank

**From:** Daniel Tangherlini - A [<mailto:dan.tangherlini@gsa.gov>]  
**Sent:** Monday, October 28, 2013 5:13 PM  
**To:** Digiammarino, Frank  
**Cc:** Tanya Daggett - A C ;Jolene Lester - A

**Subject:** Re: Amazon Visit..... Dan Tangherlini

Frank, thanks for asking! Internally, we have been using Amazon as an example for the transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

-Dan

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

See Frank's question..

----- Forwarded message -----

From: **Frank DiGiammarino** <(b) (6)>  
Date: Mon, Oct 28, 2013 at 2:05 PM  
Subject: RE: Amazon Visit..... Dan Tangherlini  
To: Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) [amazon.com](mailto:(b) (6)@amazon.com). Take care - Frank

---

Date: Mon, 28 Oct 2013 11:30:19 -0400  
Subject: Amazon Visit..... Dan Tangherlini  
From: [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)  
To: (b) (6)

Hello there....

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

---

Let me know if you're available...

--  
Thank You!

Tanya Daggett

---

**GSA Headquarters**  
**1800 F Street NW**  
**Washington, DC 20405**

office: (b) (6)  
mobile:

--  
Thank You!

Tanya Daggett

---

**GSA Headquarters**  
**1800 F Street NW**  
**Washington, DC 20405**

office: (b) (6)  
mobile:

---

**Subject:** RE: Amazon Visit..... Dan Tangherlini  
**Date:** Tue, 29 Oct 2013 13:21:40 +0000  
**From:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**To:** Daniel Tangherlini - A <dan.tangherlini@gsa.gov>  
**Cc:** Tanya Daggett - AC <tanya.daggett@gsa.gov>, Jolene Lester - A <jolene.lester@gsa.gov>  
**Message-ID:** <8EB44FCCDE5D5C46B83984CBD404481518C7528F@ex10-mbx-25001.ant.amazon.com>  
**MD5:** 37998a9188bdd87b27978d72a41d70af

Dan – Great to hear from you! Let me work with the team and see what we can set up. Take care - Frank

**From:** Daniel Tangherlini - A [mailto:dan.tangherlini@gsa.gov]  
**Sent:** Monday, October 28, 2013 5:13 PM  
**To:** Digiammarino, Frank  
**Cc:** Tanya Daggett - A C ;Jolene Lester - A  
**Subject:** Re: Amazon Visit..... Dan Tangherlini

Frank, thanks for asking! Internally, we have been using Amazon as an example for the transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

-Dan

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

See Frank's question..

----- Forwarded message -----

**From:** Frank DiGiammarino <(b) (6)>  
**Date:** Mon, Oct 28, 2013 at 2:05 PM  
**Subject:** RE: Amazon Visit..... Dan Tangherlini  
**To:** Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) [amazon.com](mailto:(b) (6)@amazon.com). Take care - Frank

---

**Date:** Mon, 28 Oct 2013 11:30:19 -0400  
**Subject:** Amazon Visit..... Dan Tangherlini  
**From:** [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)  
**To:** (b) (6)

---

Hello there....

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

Let me know if you're available...

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)

mobile:

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

---

office: (b) (6) [redacted]  
mobile: [redacted]

**Subject:** RE: Amazon Visit..... Dan Tangherlini  
**Date:** Wed, 30 Oct 2013 15:04:03 +0000  
**From:** "Digiammarino, Frank" <(b) (6)@amazon.com>  
**To:** Daniel Tangherlini - A <dan.tangherlini@gsa.gov>  
**Cc:** Tanya Daggett - AC <tanya.daggett@gsa.gov>, Jolene Lester - A <jolene.lester@gsa.gov>, (b) (6) <(b) (6)@amazon.com>, (b) (6) <(b) (6)@amazon.com>  
**Message-ID:** <8EB44FCCDE5D5C46B83984CBD404481518C78598@ex10-mbx-25001.ant.amazon.com>  
**MD5:** 908229810492c4efe4507a8d6dad25f7

Dan – Thanks for thinking of us and the team is excited to host you in Seattle. I want to update you on your visit. I will be on my way to Japan that day and unable to join for the conversation. The two gentlemen I've copied on this message, however, are going to be able to host you and make sure you get to have an engaging conversation with our team in Seattle. (b) (6) is our General Manager for State, Local and Education in the United States and lives in Seattle. (b) (6) was one of the reasons I came to Amazon and has a great perspective on the company and what makes it tick. He will be with you for however long you are at Amazon and I'm sure you two will hit it off. (b) (6) is our General Manager for the US Civilian business. He and his team are based in Herndon, VA and will work with Tanya to help coordinate with the team in Seattle and make sure you get the most out of your time. I really regret not being part of the party! I'm back from my travels for the week of 11/18. Would you like to grab some time that week? If so, Tanya (Superstar) knows how to get me ☺

Have a blast and I look forward to catching up again soon. Take care - Frank

**From:** Daniel Tangherlini - A [mailto:dan.tangherlini@gsa.gov]  
**Sent:** Monday, October 28, 2013 5:13 PM  
**To:** Digiammarino, Frank  
**Cc:** Tanya Daggett - A C ; Jolene Lester - A  
**Subject:** Re: Amazon Visit..... Dan Tangherlini

Frank, thanks for asking! Internally, we have been using Amazon as an example for the transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

-Dan

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

See Frank's question..

----- Forwarded message -----

**From:** Frank DiGiammarino (b) (6)  
**Date:** Mon, Oct 28, 2013 at 2:05 PM  
**Subject:** RE: Amazon Visit..... Dan Tangherlini

---

Folder: GSA-2018-001433

To: Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) [amazon.com](mailto:(b) (6)@amazon.com). Take care - Frank

---

Date: Mon, 28 Oct 2013 11:30:19 -0400  
Subject: Amazon Visit..... Dan Tangherlini  
From: [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)  
To: (b) (6)

Hello there....

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

Let me know if you're available...

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)

mobile: (b) (6)

--

Thank You!

---

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)

mobile:

**Subject:** Re: Amazon Visit..... Dan Tangherlini  
**Date:** Wed, 30 Oct 2013 21:46:10 -0400  
**From:** Daniel Tangherlini - A <dan.tangherlini@gsa.gov>  
**To:** (b) (6) <(b) (6)@amazon.com>, (b) (6) <(b) (6)@amazon.com>, "Digiammarino, Frank" <(b) (6)@amazon.com>  
**Cc:** Tanya Daggett - AC <tanya.daggett@gsa.gov>, Jolene Lester - A <jolene.lester@gsa.gov>  
**Message-ID:** <5739644738726230727@unknownmsgid>  
**MD5:** 314f5538f7bf8d6548818ea74f4c9786

I read Black Swan a while back, so I was happy to see the reference in Everything Store! Might I suggest "American Icon" as another title for our book club?

All kidding aside, I am looking forward to meeting folks and getting some ideas.

-Dan

On Oct 30, 2013, at 11:29 AM, (b) (6) <(b) (6)@amazon.com> wrote:

Looking forward to it – Everything Store was a great read, and am now plowing through [Black Swan](#) for improved critical thinking (another recommended book mentioned in Everything Store).

Dan – look forward to spending some time with you here in Seattle..and the fog seem to be lifting a bit, so there may be a few rays of sunshine for your trip!

Regards,

(b) (6)

**From:** (b) (6)  
**Sent:** Wednesday, October 30, 2013 8:22 A M  
**To:** Digiammarino, Frank; Daniel Tangherlini - A  
**Cc:** Tanya Daggett - A C ; Jolene Lester - A ; (b) (6)  
**Subject:** RE :Amazon Visit..... Dan Tangherlini

Dan,

We met briefly yesterday at the HC conference in Williamsburg. I just had a call with Tanya to start our planning process, and we will be following up with her today to complete the agenda. We look forward to hosting you in Seattle next week!

Regards,

(b) (6)

(b) (6)

**From:** Digiammarino, Frank  
**Sent:** Wednesday, October 30, 2013 11:04 A M  
**To:** Daniel Tangherlini - A  
**Cc:** Tanya Daggett - A C ; Jolene Lester - A ; (b) (6)  
**Subject:** RE :Amazon Visit..... Dan Tangherlini

Dan – Thanks for thinking of us and the team is excited to host you in Seattle. I want to update you on your visit. I will be on my way to Japan that day and unable to join for the conversation. The two gentlemen I've copied on this message, however, are going to be able to host you and make sure you get to have an engaging conversation with our team in Seattle. (b) (6) is our General Manager

for State, Local and Education in the United States and lives in Seattle. (b) (6) was one of the reasons I came to Amazon and has a great perspective on the company and what makes it tick. He will be with you for however long you are at Amazon and I'm sure you two will hit it off. (b) (6) is our General Manager for the US Civilian business. He and his team are based in Herndon, VA and will work with Tanya to help coordinate with the team in Seattle and make sure you get the most out of your time. I really regret not being part of the party! I'm back from my travels for the week of 11/18. Would you like to grab some time that week? If so, Tanya (Superstar) knows how to get me ☺

Have a blast and I look forward to catching up again soon. Take care - Frank

**From:** Daniel Tangherlini - A [<mailto:dan.tangherlini@gsa.gov>]  
**Sent:** Monday, October 28, 2013 5:13 PM  
**To:** Digiammarino, Frank  
**C c:** Tanya Daggett - A C ;Jolene Lester - A  
**Subject:** Re: Amazon Visit.....Dan Tangherlini

Frank, thanks for asking! Internally, we have been using Amazon as an example for the transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

-Dan

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

See Frank's question..

----- Forwarded message -----

**From:** Frank DiGiammarino <(b) (6)>  
**Date:** Mon, Oct 28, 2013 at 2:05 PM  
**Subject:** RE: Amazon Visit..... Dan Tangherlini  
**To:** Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) [amazon.com](mailto:amazon.com). Take care - Frank

---

**Date:** Mon, 28 Oct 2013 11:30:19 -0400  
**Subject:** Amazon Visit..... Dan Tangherlini  
**From:** [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)  
**To:** (b) (6)

Hello there....

---

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

Let me know if you're available...

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)

mobile:

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

---

office: (b) (6) [redacted]  
mobile: [redacted]

**Subject:** Re: Amazon Visit..... Dan Tangherlini  
**Date:** Mon, 28 Oct 2013 17:13:27 -0400  
**From:** Daniel Tangherlini - A <dan.tangherlini@gsa.gov>  
**To:** (b) (6) amazon.com  
**Cc:** Tanya Daggett - AC <tanya.daggett@gsa.gov>, Jolene Lester - A <jolene.lester@gsa.gov>  
**Message-ID:** <CALjcRmVLnguQF3VZ9VDVxdY6J+2Vq10LEfXDdcBJ+YWefjO5=w@mail.gmail.com>  
**MD5:** 8445939c445aa17a11c2fffffe6079b9

Frank, thanks for asking! Internally, we have been using Amazon as an example for the transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

-Dan

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

See Frank's question..

----- Forwarded message -----

From: Frank DiGiammarino (b) (6)  
Date: Mon, Oct 28, 2013 at 2:05 PM  
Subject: RE: Amazon Visit..... Dan Tangherlini  
To: Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) [amazon.com](mailto:amazon.com).  
Take care - Frank

---

Date: Mon, 28 Oct 2013 11:30:19 -0400  
Subject: Amazon Visit..... Dan Tangherlini  
From: [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)  
To: (b) (6)

Hello there....

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

---

Let me know if you're available...

--  
Thank You!

Tanya Daggett

---

**GSA Headquarters**  
**1800 F Street NW**  
**Washington, DC 20405**

office: (b) (6)  
mobile:

--  
Thank You!

Tanya Daggett

---

**GSA Headquarters**  
**1800 F Street NW**  
**Washington, DC 20405**

office: (b) (6)  
mobile

**Subject:** Re: Connections  
**Date:** Thu, 28 Mar 2013 19:20:23 -0400  
**From:** Kathy Conrad - X <kathy.conrad@gsa.gov>  
**To:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**Cc:** (b) (6) amazon.com>  
**Message-ID:** <-5854260842224579563@unknownmsgid>  
**MD5:** 4bf00d9030c7a8dad4cf3d7f879e4a7c

Thanks, Frank! (b) (6), can you please let us know who is the COTR or Contracting Office responsible for the contract at the Agency? We have a few questions that are best directed to one of them; depending on the outcome, we may want to talk with you as well. (Frank, no need for you to stay engaged - appreciate your help).

Best - Kathy

Please excuse any random auto-generated typos

On Mar 28, 2013, at 2:47 PM, "Digiammarino, Frank" <(b) (6) amazon.com> wrote:

Kathy – It was great to see you at the Fed100 diner and congratulations again on your award. (b) (6) copied, is the gentleman I introduced you to at the dinner and we didn't get to swap cards. I will leave it to the two of you to connect and please let me know if I can help in any way. Take care – Frank

*Frank DiGiammarino*

Director, World Wide Public Sector  
Amazon Web Services

Cell: (b) (6)  
(b) (6) amazon.com

-  
[<image001.gif>](#)

**Subject:** Outcome Brokers  
**Date:** Tue, 5 Feb 2013 19:05:56 -0800  
**From:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**To:** "Kevin.page@gsa.gov" <Kevin.page@gsa.gov>  
**Message-ID:** <C1A4CC009A0D524EA456D1A2F24FD87658FD879D@EX-IAD6-D.ant.amazon.com>  
**MD5:** 9da813c5096a0ef2d23e52930a672667

Kevin – I hope you are well and that 2013 is off to a great start. While I've been remiss in reconnecting, I'm wondering if you are you up for a coffee in the near future? Please let me know if you're available over the next few weeks.

I also want to share with this [link](#) to my recent paper "Can Government Work Like OpenTable?" As we discussed this past summer, the thinking is built upon the concept of an Outcome Broker. [Outcome Brokers](#) are already everywhere in our daily lives- from Hulu (TV shows) to Netflix (movies), Spotify (music) to Kiva (social lending). The important thing to notice about these services is that they aren't focused on making your dinner or creating your music or filming your entertainment. Instead, they're specifically set up to get you information to achieve the outcome that's right for you.

This distinction is an absolutely vital one for government. In particular, it challenges public administrators to ask themselves how they can aggregate, funnel, and deliver the right services to the right people. To this end, it highlights the imperative for government to focus on outcomes. The focus, then, shouldn't be on government programs, but on what they're really accomplishing for people and their communities. Leaders should focus on collaborating with diverse networks of data, technical services, and subject area experts to develop new models and impactful solutions where they don't exist.

I remember how passionate you were in our last conversation and have wanted to share this thinking with you for a while. I look forward to catching up soon. Take care - Frank

*Frank DiGiammarino*

Director, World Wide Public Sector

Amazon Web Services

Cell: (b) (6)

(b) (6) [amazon.com](#)



**Subject:** Re: Outcome Brokers  
**Date:** Mon, 25 Feb 2013 18:03:43 -0500  
**From:** Kevin Youel Page <kevin.page@gsa.gov>  
**To:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**Message-ID:** <CAJ+PSH4fBarkWHcz=xO9cu0L/VWWOeFOBe1KOEzEHNJrQ5uryw@mail.gmail.com>  
**MD5:** 989230cdb5113f9ba181af2bf7cce2b1

Frank, just back from vacation. Would love to get together for lunch or a meeting. Are you free to be in Crystal City at noon this Wednesday? Or anywhere Friday 3/15? Best, Kevin

---

Kevin Youel Page  
Deputy Assistant Commissioner, Integrated Technology Services  
Federal Acquisition Service, General Services Administration  
10304 Eaton Place  
Suite 400 Fairfax, VA 22030  
(b) (6) (rings all phones)  
[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov) [www.gsa.gov/its](http://www.gsa.gov/its)

On Tue, Feb 5, 2013 at 10:05 PM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

Kevin – I hope you are well and that 2013 is off to a great start. While I've been remiss in reconnecting, I'm wondering if you are you up for a coffee in the near future? Please let me know if you're available over the next few weeks.

I also want to share with this [link](#) to my recent paper "Can Government Work Like OpenTable?" As we discussed this past summer, the thinking is built upon the concept of an Outcome Broker. [Outcome Brokers](#) are already everywhere in our daily lives- from Hulu (TV shows) to Netflix (movies), Spotify (music) to Kiva (social lending). The important thing to notice about these services is that they aren't focused on making your dinner or creating your music or filming your entertainment. Instead, they're specifically set up to get you information to achieve the outcome that's right for you.

This distinction is an absolutely vital one for government. In particular, it challenges public administrators to ask themselves how they can aggregate, funnel, and deliver the right services to the right people. To this end, it highlights the imperative for government to focus on outcomes. The focus, then, shouldn't be on government programs, but on what they're really accomplishing for people and their communities. Leaders should focus on collaborating with diverse networks of data, technical services, and subject area experts to develop new models and impactful solutions where they don't exist.

I remember how passionate you were in our last conversation and have wanted to share this thinking with you for a while. I look forward to catching up soon. Take care - Frank

**Frank DiGiammarino**  
Director, World Wide Public Sector  
Amazon Web Services  
Cell: (b) (6)  
(b) (6) [amazon.com](mailto:(b) (6) amazon.com)



**Subject:** RE: Outcome Brokers  
**Date:** Mon, 25 Feb 2013 15:32:33 -0800  
**From:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**To:** Kevin Youel Page <kevin.page@gsa.gov>  
**Message-ID:** <C1A4CC009A0D524EA456D1A2F24FD8765970E02A@EX-IAD6-D.ant.amazon.com>  
**MD5:** fae4d65d999ab903614ab76edaec4741

Good to hear from you! I'm in Seattle this week. How about late afternoon on the 15<sup>th</sup>? Take care -  
Frank

**From:** Kevin Youel Page [mailto:kevin.page@gsa.gov]  
**Sent:** Monday, February 25, 2013 6:04 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Outcome Brokers

Frank, just back from vacation. Would love to get together for lunch or a meeting. Are you free to be in Crystal City at noon this Wednesday? Or anywhere Friday 3/15? Best, Kevin

---

Kevin Youel Page

Deputy Assistant Commissioner, Integrated Technology Services

Federal Acquisition Service, General Services Administration

10304 Eaton Place

Suite 400  
Fairfax, VA 22030  
(b) (6) (rings all phones)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)  
[www.gsa.gov/its](http://www.gsa.gov/its)

On Tue, Feb 5, 2013 at 10:05 PM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

Kevin – I hope you are well and that 2013 is off to a great start. While I've been remiss in reconnecting, I'm wondering if you are you up for a coffee in the near future? Please let me know if you're available over the next few weeks.

I also want to share with this [link](#) to my recent paper "Can Government Work Like OpenTable?" As we discussed this past summer, the thinking is built upon the concept of an Outcome Broker. [Outcome Brokers](#) are already everywhere in our daily lives- from Hulu (TV shows) to Netflix (movies), Spotify (music) to Kiva (social lending). The important thing to notice about these services is that they aren't focused on making your dinner or creating your music or filming your entertainment. Instead, they're specifically set up to get you information to achieve the outcome that's right for you.

This distinction is an absolutely vital one for government. In particular, it challenges public administrators to ask themselves how they can aggregate, funnel, and deliver the right services to the right people. To this end, it highlights the imperative for government to focus on outcomes. The focus, then, shouldn't be on government programs, but on what they're really accomplishing for people and their communities. Leaders should focus on collaborating with diverse networks of data, technical services, and subject area experts to develop new models and impactful solutions where they don't exist.

---

I remember how passionate you were in our last conversation and have wanted to share this thinking with you for a while. I look forward to catching up soon. Take care - Frank

*Frank DiGiammarino*

Director, World Wide Public Sector

Amazon Web Services

Cell: (b) (6)

(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)



Folder: GSA-2018-001433

**Subject:** Re: Outcome Brokers  
**Date:** Thu, 14 Mar 2013 14:15:50 -0400  
**From:** Kevin Youel Page <kevin.page@gsa.gov>  
**To:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**Message-ID:** <CAJ+PSH7B9+g8XQu9URJ0jcV06DPZ7rEUbQEVrUp=+K8Sxq+FOw@mail.gmail.com>  
**MD5:** 24074f46d2372fa4c0b68545d66623b8

Frank, are we a go for tomorrow? Best, Kevin

---

Kevin Youel Page  
Deputy Assistant Commissioner, Integrated Technology Services  
Federal Acquisition Service, General Services Administration  
10304 Eaton Place  
Suite 400 Fairfax, VA 22030  
(b) (6) (rings all phones)  
[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov) [www.gsa.gov/its](http://www.gsa.gov/its)

On Wed, Feb 27, 2013 at 1:36 PM, Kevin Youel Page <[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)> wrote:

How about Ritz lobby in Georgetown? Best, Kevin

---

Kevin Youel Page  
Deputy Assistant Commissioner, Integrated Technology Services  
Federal Acquisition Service, General Services Administration  
10304 Eaton Place  
Suite 400 Fairfax, VA 22030  
(b) (6) (rings all phones)  
[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov) [www.gsa.gov/its](http://www.gsa.gov/its)

On Tue, Feb 26, 2013 at 6:08 PM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

4 PM would be great! I can come to you. Where do you want to meet? Take care - Frank

**From:** Kevin Youel Page [mailto:[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)]  
**Sent:** Tuesday, February 26, 2013 4:44 PM

**To:** Digiammarino, Frank  
**Subject:** Re: Outcome Brokers

Sure. What is late? 4pm? Best, Kevin

---

Kevin Youel Page  
  
Deputy Assistant Commissioner, Integrated Technology Services  
  
Federal Acquisition Service, General Services Administration  
  
10304 Eaton Place  
  
Suite 400  
Fairfax, VA 22030

---

(b) (6) (rings all phones)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)  
[www.gsa.gov/its](http://www.gsa.gov/its)

On Mon, Feb 25, 2013 at 6:32 PM, Digiammarino, Frank <(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)> wrote:

Good to hear from you! Im in Seattle this week. How about late afternoon on the 15<sup>th</sup>? Take care -  
Frank

**From:** Kevin Youel Page [mailto:[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)]  
**Sent:** Monday, February 25, 2013 6:04 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Outcome Brokers

Frank, just back from vacation. Would love to get together for lunch or a meeting. Are you free to be in Crystal City at noon this Wednesday? Or anywhere Friday 3/15? Best, Kevin

---

Kevin Youel Page

Deputy Assistant Commissioner, Integrated Technology Services

Federal Acquisition Service, General Services Administration

10304 Eaton Place

Suite 400  
Fairfax, VA 22030  
(b) (6) (rings all phones)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)  
[www.gsa.gov/its](http://www.gsa.gov/its)

On Tue, Feb 5, 2013 at 10:05 PM, Digiammarino, Frank <(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)> wrote:

Kevin – I hope you are well and that 2013 is off to a great start. While I’ve been remiss in reconnecting, I’m wondering if you are you up for a coffee in the near future? Please let me know if you’re available over the next few weeks.

I also want to share with this [link](#) to my recent paper "Can Government Work Like OpenTable?" As we discussed this past summer, the thinking is built upon the concept of an Outcome Broker. [Outcome Brokers](#) are already everywhere in our daily lives- from Hulu (TV shows) to Netflix (movies), Spotify (music) to Kiva (social lending). The important thing to notice about these services is that they aren't focused on making your dinner or creating your music or filming your entertainment. Instead, they're specifically set up to get you information to achieve the outcome that's right for you.

This distinction is an absolutely vital one for government. In particular, it challenges public administrators to ask themselves how they can aggregate, funnel, and deliver the right services to the right people. To this end, it highlights the imperative for government to focus on outcomes. The focus, then, shouldn't be on government programs, but on what they're really accomplishing for people and their communities. Leaders should focus on collaborating with

---

diverse networks of data, technical services, and subject area experts to develop new models and impactful solutions where they don't exist.

I remember how passionate you were in our last conversation and have wanted to share this thinking with you for a while. I look forward to catching up soon. Take care - Frank

*Frank DiGiammarino*

Director, World Wide Public Sector

Amazon Web Services

Cell: (b) (6)

(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)



**Subject:** RE: Outcome Brokers  
**Date:** Tue, 26 Feb 2013 15:08:18 -0800  
**From:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**To:** Kevin Youel Page <kevin.page@gsa.gov>  
**Message-ID:** <C1A4CC009A0D524EA456D1A2F24FD8765970E722@EX-IAD6-D.ant.amazon.com>  
**MD5:** 3569f799d3fc866faed2e55b00686dd0

4 PM would be great! I can come to you. Where do you want to meet? Take care - Frank

**From:** Kevin Youel Page [mailto:kevin.page@gsa.gov]  
**Sent:** Tuesday, February 26, 2013 4:44 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Outcome Brokers

Sure. What is late? 4pm? Best, Kevin

---

Kevin Youel Page

Deputy Assistant Commissioner, Integrated Technology Services

Federal Acquisition Service, General Services Administration

10304 Eaton Place

Suite 400  
Fairfax, VA 22030  
(b) (6) (rings all phones)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)  
[www.gsa.gov/its](http://www.gsa.gov/its)

On Mon, Feb 25, 2013 at 6:32 PM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

Good to hear from you! I'm in Seattle this week. How about late afternoon on the 15<sup>th</sup>? Take care - Frank

**From:** Kevin Youel Page [mailto:[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)]  
**Sent:** Monday, February 25, 2013 6:04 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Outcome Brokers

Frank, just back from vacation. Would love to get together for lunch or a meeting. Are you free to be in Crystal City at noon this Wednesday? Or anywhere Friday 3/15? Best, Kevin

---

Kevin Youel Page

Deputy Assistant Commissioner, Integrated Technology Services

Federal Acquisition Service, General Services Administration

---

10304 Eaton Place

Suite 400  
Fairfax, VA 22030

(b) (6) (rings all phones)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)  
[www.gsa.gov/its](http://www.gsa.gov/its)

On Tue, Feb 5, 2013 at 10:05 PM, Digiammarino, Frank <(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)> wrote:

Kevin – I hope you are well and that 2013 is off to a great start. While I've been remiss in reconnecting, I'm wondering if you are you up for a coffee in the near future? Please let me know if you're available over the next few weeks.

I also want to share with this [link](#) to my recent paper "Can Government Work Like OpenTable?" As we discussed this past summer, the thinking is built upon the concept of an Outcome Broker. [Outcome Brokers](#) are already everywhere in our daily lives- from Hulu (TV shows) to Netflix (movies), Spotify (music) to Kiva (social lending). The important thing to notice about these services is that they aren't focused on making your dinner or creating your music or filming your entertainment. Instead, they're specifically set up to get you information to achieve the outcome that's right for you.

This distinction is an absolutely vital one for government. In particular, it challenges public administrators to ask themselves how they can aggregate, funnel, and deliver the right services to the right people. To this end, it highlights the imperative for government to focus on outcomes. The focus, then, shouldn't be on government programs, but on what they're really accomplishing for people and their communities. Leaders should focus on collaborating with diverse networks of data, technical services, and subject area experts to develop new models and impactful solutions where they don't exist.

I remember how passionate you were in our last conversation and have wanted to share this thinking with you for a while. I look forward to catching up soon. Take care - Frank

*Frank DiGiammarino*

Director, World Wide Public Sector

Amazon Web Services

Cell: (b) (6)

(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)



Non-Responsive

**From:** Kevin Youel Page [mailto:kevin.page@gsa.gov]  
**Sent:** Friday, March 15, 2013 4:08 PM  
**To:** Digiammarino, Frank  
**Subject:** R E :Outcome Brokers

I'm in the Ritz "living room." Just in case you're somewhere else....

Kevin Youel Page

Deputy Assistant Commissioner, Integrated Technology Service

(b) (6)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)

On Mar 14, 2013 2:17 PM, "Digiammarino, Frank" <(b) (6)@amazon.com> wrote:

I'm looking forward to it! See you at the Ritz Lobby at 4:00. Cool? Take care - Frank

**From:** Kevin Youel Page [mailto:[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)]  
**Sent:** Thursday, March 14, 2013 2:16 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Outcome Brokers

Frank, are we a go for tomorrow? Best, Kevin

---

Kevin Youel Page

Deputy Assistant Commissioner, Integrated Technology Services

Federal Acquisition Service, General Services Administration

10304 Eaton Place

Suite 400

Fairfax, VA 22030

(b) (6) (rings all phones)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)

[www.gsa.gov/its](http://www.gsa.gov/its)

On Wed, Feb 27, 2013 at 1:36 PM, Kevin Youel Page <[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)> wrote:

How about Ritz lobby in Georgetown? Best, Kevin

---

---

Kevin Youel Page

Deputy Assistant Commissioner, Integrated Technology Services

Federal Acquisition Service, General Services Administration

10304 Eaton Place

Suite 400

Fairfax, VA 22030

(b) (6) (rings all phones)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)

[www.gsa.gov/its](http://www.gsa.gov/its)

On Tue, Feb 26, 2013 at 6:08 PM, Digiammarino, Frank <(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)> wrote:

4 PM would be great! I can come to you. Where do you want to meet? Take care - Frank

**From:** Kevin Youel Page [mailto:[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)]

**Sent:** Tuesday, February 26, 2013 4:44 PM

**To:** Digiammarino, Frank

**Subject:** Re: Outcome Brokers

Sure. What is late? 4pm? Best, Kevin

---

Kevin Youel Page

Deputy Assistant Commissioner, Integrated Technology Services

Federal Acquisition Service, General Services Administration

10304 Eaton Place

Suite 400

Fairfax, VA 22030

(b) (6) (rings all phones)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)

[www.gsa.gov/its](http://www.gsa.gov/its)

On Mon, Feb 25, 2013 at 6:32 PM, Digiammarino, Frank <(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)> wrote:

Good to hear from you! I'm in Seattle this week. How about late afternoon on the 15<sup>th</sup>? Take care - Frank

**From:** Kevin Youel Page [mailto:[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)]

---

**Sent:** Monday, February 25, 2013 6:04 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Outcome Brokers

Frank, just back from vacation. Would love to get together for lunch or a meeting. Are you free to be in Crystal City at noon this Wednesday? Or anywhere Friday 3/15? Best, Kevin

---

Kevin Youel Page

Deputy Assistant Commissioner, Integrated Technology Services

Federal Acquisition Service, General Services Administration

10304 Eaton Place

Suite 400  
Fairfax, VA 22030  
(b) (6) (rings all phones)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)  
[www.gsa.gov/its](http://www.gsa.gov/its)

On Tue, Feb 5, 2013 at 10:05 PM, Digiammarino, Frank <(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)> wrote:

Kevin – I hope you are well and that 2013 is off to a great start. While I've been remiss in reconnecting, I'm wondering if you are you up for a coffee in the near future? Please let me know if you're available over the next few weeks.

I also want to share with this [link](#) to my recent paper "Can Government Work Like OpenTable?" As we discussed this past summer, the thinking is built upon the concept of an Outcome Broker. [Outcome Brokers](#) are already everywhere in our daily lives- from Hulu (TV shows) to Netflix (movies), Spotify (music) to Kiva (social lending). The important thing to notice about these services is that they aren't focused on making your dinner or creating your music or filming your entertainment. Instead, they're specifically set up to get you information to achieve the outcome that's right for you.

This distinction is an absolutely vital one for government. In particular, it challenges public administrators to ask themselves how they can aggregate, funnel, and deliver the right services to the right people. To this end, it highlights the imperative for government to focus on outcomes. The focus, then, shouldn't be on government programs, but on what they're really accomplishing for people and their communities. Leaders should focus on collaborating with diverse networks of data, technical services, and subject area experts to develop new models and impactful solutions where they don't exist.

I remember how passionate you were in our last conversation and have wanted to share this thinking with you for a while. I look forward to catching up soon. Take care - Frank

*Frank DiGiammarino*

Director, World Wide Public Sector

Amazon Web Services

Cell: (b) (6)  
(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)



Folder: GSA-2018-001433

**Subject:** RE: Outcome Brokers  
**Date:** Thu, 14 Mar 2013 18:17:09 +0000  
**From:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**To:** Kevin Youel Page <kevin.page@gsa.gov>  
**Message-ID:** <8EB44FCCDE5D5C46B83984CBD4044815017B4D@ex10-mbx-7003.ant.amazon.com>  
**MD5:** 8cce2f6c6d99d663a3df9083efc853b2

I'm looking forward to it! See you at the Ritz Lobby at 4:00. Cool? Take care - Frank

**From:** Kevin Youel Page [mailto:kevin.page@gsa.gov]  
**Sent:** Thursday, March 14, 2013 2:16 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Outcome Brokers

Frank, are we a go for tomorrow? Best, Kevin

---

Kevin Youel Page

Deputy Assistant Commissioner, Integrated Technology Services

Federal Acquisition Service, General Services Administration

10304 Eaton Place

Suite 400  
Fairfax, VA 22030  
(b) (6) (rings all phones)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)  
[www.gsa.gov/its](http://www.gsa.gov/its)

On Wed, Feb 27, 2013 at 1:36 PM, Kevin Youel Page <[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)> wrote:

How about Ritz lobby in Georgetown? Best, Kevin

---

Kevin Youel Page

Deputy Assistant Commissioner, Integrated Technology Services

Federal Acquisition Service, General Services Administration

10304 Eaton Place

Suite 400  
Fairfax, VA 22030  
(b) (6) (rings all phones)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)  
[www.gsa.gov/its](http://www.gsa.gov/its)

---

Folder: GSA-2018-001433

On Tue, Feb 26, 2013 at 6:08 PM, Digiammarino, Frank <(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)> wrote:

4 PM would be great! I can come to you. Where do you want to meet? Take care - Frank

**From:** Kevin Youel Page [mailto:[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)]  
**Sent:** Tuesday, February 26, 2013 4:44 PM

**To:** Digiammarino, Frank  
**Subject:** Re: Outcome Brokers

Sure. What is late? 4pm? Best, Kevin

---

Kevin Youel Page

Deputy Assistant Commissioner, Integrated Technology Services

Federal Acquisition Service, General Services Administration

10304 Eaton Place

Suite 400  
Fairfax, VA 22030  
(b) (6) (rings all phones)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)  
[www.gsa.gov/its](http://www.gsa.gov/its)

On Mon, Feb 25, 2013 at 6:32 PM, Digiammarino, Frank <(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)> wrote:

Good to hear from you! I'm in Seattle this week. How about late afternoon on the 15<sup>th</sup>? Take care - Frank

**From:** Kevin Youel Page [mailto:[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)]  
**Sent:** Monday, February 25, 2013 6:04 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Outcome Brokers

Frank, just back from vacation. Would love to get together for lunch or a meeting. Are you free to be in Crystal City at noon this Wednesday? Or anywhere Friday 3/15? Best, Kevin

---

Kevin Youel Page

Deputy Assistant Commissioner, Integrated Technology Services

Federal Acquisition Service, General Services Administration

10304 Eaton Place

---

Suite 400  
Fairfax, VA 22030  
(b) (6) (rings all phones)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)  
[www.gsa.gov/its](http://www.gsa.gov/its)

On Tue, Feb 5, 2013 at 10:05 PM, Digiammarino, Frank <(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)> wrote:

Kevin – I hope you are well and that 2013 is off to a great start. While I've been remiss in reconnecting, I'm wondering if you are you up for a coffee in the near future? Please let me know if you're available over the next few weeks.

I also want to share with this [link](#) to my recent paper "Can Government Work Like OpenTable?" As we discussed this past summer, the thinking is built upon the concept of an Outcome Broker. [Outcome Brokers](#) are already everywhere in our daily lives- from Hulu (TV shows) to Netflix (movies), Spotify (music) to Kiva (social lending). The important thing to notice about these services is that they aren't focused on making your dinner or creating your music or filming your entertainment. Instead, they're specifically set up to get you information to achieve the outcome that's right for you.

This distinction is an absolutely vital one for government. In particular, it challenges public administrators to ask themselves how they can aggregate, funnel, and deliver the right services to the right people. To this end, it highlights the imperative for government to focus on outcomes. The focus, then, shouldn't be on government programs, but on what they're really accomplishing for people and their communities. Leaders should focus on collaborating with diverse networks of data, technical services, and subject area experts to develop new models and impactful solutions where they don't exist.

I remember how passionate you were in our last conversation and have wanted to share this thinking with you for a while. I look forward to catching up soon. Take care - Frank

*Frank DiGiammarino*

Director, World Wide Public Sector

Amazon Web Services

Cell: (b) (6)

(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)



Folder: GSA-2018-001433

**Subject:** Re: Outcome Brokers  
**Date:** Tue, 26 Feb 2013 16:44:03 -0500  
**From:** Kevin Youel Page <kevin.page@gsa.gov>  
**To:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**Message-ID:** <CAJ+PSH7x33ZPB2LaVCxMkxoP74Civ4-57eqw47Z87ZT15UcrvQ@mail.gmail.com>  
**MD5:** 5339d2ddb1140fb22546c17a3b231c30

Sure. What is late? 4pm? Best, Kevin

---

Kevin Youel Page  
Deputy Assistant Commissioner, Integrated Technology Services  
Federal Acquisition Service, General Services Administration  
10304 Eaton Place  
Suite 400 Fairfax, VA 22030  
(b) (6) (rings all phones)  
[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov) [www.gsa.gov/its](http://www.gsa.gov/its)

On Mon, Feb 25, 2013 at 6:32 PM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

Good to hear from you! Im in Seattle this week. How about late afternoon on the 15<sup>th</sup>? Take care - Frank

**From:** Kevin Youel Page [mailto:[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)]  
**Sent:** Monday, February 25, 2013 6:04 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Outcome Brokers

Frank, just back from vacation. Would love to get together for lunch or a meeting. Are you free to be in Crystal City at noon this Wednesday? Or anywhere Friday 3/15? Best, Kevin

---

Kevin Youel Page

Deputy Assistant Commissioner, Integrated Technology Services

Federal Acquisition Service, General Services Administration

10304 Eaton Place

Suite 400  
Fairfax, VA 22030  
(b) (6) (rings all phones)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)  
[www.gsa.gov/its](http://www.gsa.gov/its)

On Tue, Feb 5, 2013 at 10:05 PM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

Kevin – I hope you are well and that 2013 is off to a great start. While I've been remiss in reconnecting, I'm wondering if you are you up for a coffee in the near future? Please let me know if you're available over the next few weeks.

I also want to share with this [link](#) to my recent paper "Can Government Work Like OpenTable?" As we discussed this past summer, the thinking is built upon the concept of an Outcome Broker. [Outcome Brokers](#) are already everywhere in our daily lives- from Hulu (TV shows) to Netflix

---

(movies), Spotify (music) to Kiva (social lending). The important thing to notice about these services is that they aren't focused on making your dinner or creating your music or filming your entertainment. Instead, they're specifically set up to get you information to achieve the outcome that's right for you.

This distinction is an absolutely vital one for government. In particular, it challenges public administrators to ask themselves how they can aggregate, funnel, and deliver the right services to the right people. To this end, it highlights the imperative for government to focus on outcomes. The focus, then, shouldn't be on government programs, but on what they're really accomplishing for people and their communities. Leaders should focus on collaborating with diverse networks of data, technical services, and subject area experts to develop new models and impactful solutions where they don't exist.

I remember how passionate you were in our last conversation and have wanted to share this thinking with you for a while. I look forward to catching up soon. Take care - Frank

*Frank DiGiammarino*

Director, World Wide Public Sector

Amazon Web Services

Cell: (b) (6)

(b) (6) [amazon.com](mailto:(b)(6)@amazon.com)



**Subject:** Re: Connections  
**Date:** Fri, 5 Apr 2013 14:31:17 -0400  
**From:** Kevin Youel Page <kevin.page@gsa.gov>  
**To:** (b) (6)  
**Cc:** "Digiammarino, Frank" <(b) (6)@amazon.com>  
**Message-ID:** <CAJ+PSH7JkGvc3vGqsm7sCWE6yqvAbdFdrCJXYSuER3korrocw@mail.gmail.com>  
**MD5:** 9e7505a9f0ea5ad216e06a3afe1f748f

(b) (6), Any of those days work for me. Frank?

---

Kevin Youel Page  
Deputy Assistant Commissioner, Integrated Technology Services  
Federal Acquisition Service, General Services Administration  
1800 F Street NW, Washington, DC 20405  
(b) (6) (rings all phones)  
[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov) [www.gsa.gov/its](http://www.gsa.gov/its)

On Fri, Apr 5, 2013 at 2:27 PM, (b) (6) wrote:

Kevin (and Frank),  
I would love to meet! Next week at lunch does not work for me anyday.  
In May I am free at lunch time on May 2, May 10, May 21, May 23 or May 24.  
Or we could try to meet sooner if it is not over lunch?  
Warmest regards, (b) (6)

On Fri, Apr 5, 2013 at 10:35 AM, Kevin Youel Page <[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)> wrote:

Hi Frank, (b) (6)

I'm available for quick lunch 12-12:50 any day next week at GW campus or nearby. Alternatively, May is still wide open! I look forward to the discussion.

Best regards,  
Kevin

---

Kevin Youel Page  
Deputy Assistant Commissioner, Integrated Technology Services  
Federal Acquisition Service, General Services Administration  
1800 F Street NW, 4th Floor  
(b) (6) (rings all phones)  
[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov) [www.gsa.gov/its](http://www.gsa.gov/its)

----- Forwarded message -----

**From:** Digiammarino, Frank <(b) (6)@amazon.com>  
**Date:** Mon, Apr 1, 2013 at 4:25 PM  
**Subject:** Connections  
**To:** "Kevin.page@gsa.gov" <[Kevin.page@gsa.gov](mailto:Kevin.page@gsa.gov)>  
**Cc:** (b) (6) (b) (6)

---

Kevin – Please meet (b) (6) (b) (6)  
(b) (6) Per our chat the other day,  
I think it would be great for you to meet (b) (6) and brainstorm some ideas on how the

(b) (6) could work some of the issues we discussed. I'm thinking the three of us may want to grab a coffee or something in the near future. I'm off on business travel for the last two weeks of April. Does anything work before or after that? Take care - Frank

*Frank DiGiammarino*

Director, World Wide Public Sector

Amazon Web Services

Cell: (b) (6)

(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)



(b) (6)

A large black rectangular redaction box covering the majority of the lower half of the page. The text "(b) (6)" is visible in the top left corner of this box.

**Subject:** Re: Connections  
**Date:** Fri, 5 Apr 2013 14:27:57 -0400  
**From:** (b) (6)  
**To:** Kevin Youel Page <kevin.page@gsa.gov>  
**Cc:** "Digiammarino, Frank" <(b) (6)@amazon.com>  
**Message-ID:** <CAFDuAYF-4PJpJ\_NVN6Hez6FmhHEWBsR05WEwAmPGs1Ocf44jdw@mail.gmail.com>  
**MD5:** 1483367d713cd16e87dfce5974de164

Kevin (and Frank),  
I would love to meet! Next week at lunch does not work for me anyway.  
In May I am free at lunch time on May 2, May 10, May 21, May 23 or May 24.  
Or we could try to meet sooner if it is not over lunch?  
Warmest regards, (b) (6)

On Fri, Apr 5, 2013 at 10:35 AM, Kevin Youel Page <[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)> wrote:

Hi Frank, (b) (6)

I'm available for quick lunch 12-12:50 any day next week at GW campus or nearby. Alternatively, May is still wide open! I look forward to the discussion.

Best regards,  
Kevin

\_\_\_\_\_  
Kevin Youel Page  
Deputy Assistant Commissioner, Integrated Technology Services  
Federal Acquisition Service, General Services Administration  
  
1800 F Street NW, 4th Floor  
(b) (6) (rings all phones)  
[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov) [www.gsa.gov/its](http://www.gsa.gov/its)

----- Forwarded message -----

**From:** Digiammarino, Frank <(b) (6)@amazon.com>  
**Date:** Mon, Apr 1, 2013 at 4:25 PM  
**Subject:** Connections  
**To:** "Kevin.page@gsa.gov" <[Kevin.page@gsa.gov](mailto:Kevin.page@gsa.gov)>  
**Cc:** (b) (6)

Kevin – Please meet (b) (6) (b) (6)  
\_\_\_\_\_  
Per our chat the other day, I think it would be great for you to meet (b) (6) and brainstorm some ideas on how the (b) (6) could work some of the issues we discussed. I'm thinking the three of us may want to grab a coffee or something in the near future. I'm off on business travel for the last two weeks of April. Does anything work before or after that? Take care - Frank

*Frank DiGiammarino*  
Director, World Wide Public Sector  
Amazon Web Services  
Cell: (b) (6)  
(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)



.

(b) (6)



**Subject:** Re: Connections  
**Date:** Mon, 8 Apr 2013 11:07:18 -0400  
**From:** (b) (6)  
**To:** Kevin Youel Page <kevin.page@gsa.gov>  
**Cc:** "Digiammarino, Frank" <(b) (6)@amazon.com>  
**Message-ID:** <CAFDuAYGxTVf2D7SzV+N9joBog3h=\_FcGLPVeRQoLCAsMxWNjRw@mail.gmail.com>  
**MD5:** 0e0dda927dee56eea95650d9a38e4386

Sure, I will make a reservation in my name at Founding Farmers!

On Mon, Apr 8, 2013 at 9:46 AM, Kevin Youel Page <[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)> wrote:

Excellent, what do you think about Founding Farmers? Alternatively, the Met? Best, Kevin

---

Kevin Youel Page  
Deputy Assistant Commissioner, Integrated Technology Services  
Federal Acquisition Service, General Services Administration  
1800 F Street NW, Washington, DC 20405  
(b) (6) (rings all phones)  
[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov) [www.gsa.gov/its](http://www.gsa.gov/its)

On Sat, Apr 6, 2013 at 2:49 PM, (b) (6) wrote:

May 10th for lunch it is:)

On Fri, Apr 5, 2013 at 3:40 PM, Digiammarino, Frank <(b) (6)@amazon.com> wrote:

How about 5/10 for lunch? If that works, I will leave it to the two of you to agree to where and what time. ☺ It will be good to see you both! Take care - Frank

**From:** Kevin Youel Page [mailto:[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)]  
**Sent:** Friday, April 05, 2013 2:31 PM  
**To:** (b) (6)  
**Cc:** (b) (6)  
**Subject:** Re: Connections

(b) (6) Any of those days work for me. Frank?

---

Kevin Youel Page  
Deputy Assistant Commissioner, Integrated Technology Services  
Federal Acquisition Service, General Services Administration  
1800 F Street NW, Washington, DC 20405  
(b) (6) (rings all phones)  
[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)  
[www.gsa.gov/its](http://www.gsa.gov/its)

---

On Fri, Apr 5, 2013 at 2:27 PM, (b) (6) wrote:

Kevin (and Frank),

I would love to meet! Next week at lunch does not work for me anyway.

In May I am free at lunch time on May 2, May 10, May 21, May 23 or May 24.

Or we could try to meet sooner if it is not over lunch?

Warmest regards, (b) (6)

On Fri, Apr 5, 2013 at 10:35 AM, Kevin Youel Page <[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)> wrote:

Hi Frank, (b) (6)

I'm available for quick lunch 12-12:50 any day next week at GW campus or nearby.

Alternatively, May is still wide open! I look forward to the discussion.

Best regards,

Kevin

---

Kevin Youel Page

Deputy Assistant Commissioner, Integrated Technology Services

Federal Acquisition Service, General Services Administration

1800 F Street NW, 4th Floor

(b) (6) (rings all phones)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)

[www.gsa.gov/its](http://www.gsa.gov/its)

----- Forwarded message -----

From: **Digiammarino, Frank** <(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)>

Date: Mon, Apr 1, 2013 at 4:25 PM

Subject: Connections

To: "Kevin.page@gsa.gov" <[Kevin.page@gsa.gov](mailto:Kevin.page@gsa.gov)>

Cc: (b) (6)

Kevin – Please meet (b) (6) (b) (6)

(b) (6) Per our chat the other day,

I think it would be great for you to meet (b) (6) and brainstorm some ideas on how the

(b) (6) could work some of the issues we discussed. I'm thinking the three of us may want to grab a coffee or something in the near future. I'm off on business travel for the last two weeks of April. Does anything work before or after that? Take care - Frank

*Frank DiGiammarino*

Director, World Wide Public Sector

Amazon Web Services

Cell: (b) (6)

(b) (6) [amazon.com](https://amazon.com)



(b) (6)

(b) (6)

(b) (6)

**Subject:** RE: Outcome Brokers  
**Date:** Fri, 15 Mar 2013 16:08:02 -0400  
**From:** Kevin Youel Page <kevin.page@gsa.gov>  
**To:** Frank Digiammarino <(b) (6) amazon.com>  
**Message-ID:** <CAJ+PSH58gPv03LiYXUZRPYK5VfqHRm=1hb364nFwb4eeALCPmw@mail.gmail.com>  
**MD5:** e31211a188a3a2a49c69986304e08121

I'm in the Ritz "living room." Just in case you're somewhere else....Kevin Youel Page  
Deputy Assistant Commissioner, Integrated Technology Service

(b) (6)  
[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)

On Mar 14, 2013 2:17 PM, "Digiammarino, Frank" <(b) (6) amazon.com> wrote:

I'm looking forward to it! See you at the Ritz Lobby at 4:00. Cool? Take care - Frank

**From:** Kevin Youel Page [mailto:[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)]  
**Sent:** Thursday, March 14, 2013 2:16 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Outcome Brokers

Frank, are we a go for tomorrow? Best, Kevin

---

Kevin Youel Page

Deputy Assistant Commissioner, Integrated Technology Services

Federal Acquisition Service, General Services Administration

10304 Eaton Place

Suite 400  
Fairfax, VA 22030  
(b) (6) (rings all phones)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)  
[www.gsa.gov/its](http://www.gsa.gov/its)

On Wed, Feb 27, 2013 at 1:36 PM, Kevin Youel Page <[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)> wrote:

How about Ritz lobby in Georgetown? Best, Kevin

---

Kevin Youel Page

Deputy Assistant Commissioner, Integrated Technology Services

Federal Acquisition Service, General Services Administration

10304 Eaton Place

Suite 400  
Fairfax, VA 22030  
(b) (6) (rings all phones)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)  
[www.gsa.gov/its](http://www.gsa.gov/its)

On Tue, Feb 26, 2013 at 6:08 PM, Digiammarino, Frank <(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)> wrote:

4 PM would be great! I can come to you. Where do you want to meet? Take care - Frank

**From:** Kevin Youel Page [mailto:[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)]  
**Sent:** Tuesday, February 26, 2013 4:44 PM

**To:** Digiammarino, Frank  
**Subject:** Re: Outcome Brokers

Sure. What is late? 4pm? Best, Kevin

---

Kevin Youel Page

Deputy Assistant Commissioner, Integrated Technology Services

Federal Acquisition Service, General Services Administration

10304 Eaton Place

Suite 400  
Fairfax, VA 22030  
(b) (6) (rings all phones)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)  
[www.gsa.gov/its](http://www.gsa.gov/its)

On Mon, Feb 25, 2013 at 6:32 PM, Digiammarino, Frank <(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)> wrote:

Good to hear from you! I'm in Seattle this week. How about late afternoon on the 15<sup>th</sup>? Take care - Frank

**From:** Kevin Youel Page [mailto:[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)]  
**Sent:** Monday, February 25, 2013 6:04 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Outcome Brokers

Frank, just back from vacation. Would love to get together for lunch or a meeting. Are you free to be in Crystal City at noon this Wednesday? Or anywhere Friday 3/15? Best, Kevin

---

Kevin Youel Page

---

Deputy Assistant Commissioner, Integrated Technology Services

Federal Acquisition Service, General Services Administration

10304 Eaton Place

Suite 400

Fairfax, VA 22030

(b) (6) (rings all phones)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)

[www.gsa.gov/its](http://www.gsa.gov/its)

On Tue, Feb 5, 2013 at 10:05 PM, Digiammarino, Frank <(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)> wrote:

Kevin – I hope you are well and that 2013 is off to a great start. While I've been remiss in reconnecting, I'm wondering if you are you up for a coffee in the near future? Please let me know if you're available over the next few weeks.

I also want to share with this [link](#) to my recent paper "Can Government Work Like OpenTable?" As we discussed this past summer, the thinking is built upon the concept of an Outcome Broker. [Outcome Brokers](#) are already everywhere in our daily lives- from Hulu (TV shows) to Netflix (movies), Spotify (music) to Kiva (social lending). The important thing to notice about these services is that they aren't focused on making your dinner or creating your music or filming your entertainment. Instead, they're specifically set up to get you information to achieve the outcome that's right for you.

This distinction is an absolutely vital one for government. In particular, it challenges public administrators to ask themselves how they can aggregate, funnel, and deliver the right services to the right people. To this end, it highlights the imperative for government to focus on outcomes. The focus, then, shouldn't be on government programs, but on what they're really accomplishing for people and their communities. Leaders should focus on collaborating with diverse networks of data, technical services, and subject area experts to develop new models and impactful solutions where they don't exist.

I remember how passionate you were in our last conversation and have wanted to share this thinking with you for a while. I look forward to catching up soon. Take care - Frank

*Frank DiGiammarino*

Director, World Wide Public Sector

Amazon Web Services

Cell: (b) (6)

(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)



**Subject:** Re: Connections  
**Date:** Mon, 8 Apr 2013 09:46:39 -0400  
**From:** Kevin Youel Page <kevin.page@gsa.gov>  
**To:** (b) (6)  
**Cc:** "Digiammarino, Frank" <(b) (6)@amazon.com>  
**Message-ID:** <CAJ+PSH441V3a4nbqd9z+XfkSDosqnV2xxf0JjsEUJizshiForA@mail.gmail.com>  
**MD5:** 8f3652d18708e209ada3a8dc1f2fae4f

Excellent, what do you think about Founding Farmers? Alternatively, the Met? Best, Kevin

---

Kevin Youel Page  
Deputy Assistant Commissioner, Integrated Technology Services  
Federal Acquisition Service, General Services Administration  
1800 F Street NW, Washington, DC 20405  
(b) (6) (rings all phones)  
[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov) [www.gsa.gov/its](http://www.gsa.gov/its)

On Sat, Apr 6, 2013 at 2:49 PM, (b) (6) wrote:

May 10th for lunch it is:)

On Fri, Apr 5, 2013 at 3:40 PM, Digiammarino, Frank <(b) (6)@amazon.com> wrote:

How about 5/10 for lunch? If that works, I will leave it to the two of you to agree to where and what time. ☺ It will be good to see you both! Take care - Frank

**From:** Kevin Youel Page [mailto:[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)]  
**Sent:** Friday, April 05, 2013 2:31 PM  
**To:** (b) (6)  
**Cc:** Digiammarino, Frank  
**Subject:** Re: Connections

(b) (6), Any of those days work for me. Frank?

---

Kevin Youel Page

Deputy Assistant Commissioner, Integrated Technology Services

Federal Acquisition Service, General Services Administration

1800 F Street NW, Washington, DC 20405

(b) (6) (rings all phones)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)  
[www.gsa.gov/its](http://www.gsa.gov/its)

On Fri, Apr 5, 2013 at 2:27 PM, (b) (6) wrote:

Kevin (and Frank),  
I would love to meet! Next week at lunch does not work for me anyway.

---

In May I am free at lunch time on May 2, May 10, May 21, May 23 or May 24.  
Or we could try to meet sooner if it is not over lunch?  
Warmest regards, (b) (6)

On Fri, Apr 5, 2013 at 10:35 AM, Kevin Youel Page <[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)> wrote:

Hi Frank, (b) (6)

I'm available for quick lunch 12-12:50 any day next week at GW campus or nearby.  
Alternatively, May is still wide open! I look forward to the discussion.

Best regards,

Kevin

---

Kevin Youel Page

Deputy Assistant Commissioner, Integrated Technology Services

Federal Acquisition Service, General Services Administration

1800 F Street NW, 4th Floor

(b) (6) (rings all phones)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)

[www.gsa.gov/its](http://www.gsa.gov/its)

----- Forwarded message -----

From: **Digiammarino, Frank** <(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)>

Date: Mon, Apr 1, 2013 at 4:25 PM

Subject: Connections

To: "[Kevin.page@gsa.gov](mailto:Kevin.page@gsa.gov)" <[Kevin.page@gsa.gov](mailto:Kevin.page@gsa.gov)>

Cc: (b) (6)

Kevin – Please meet (b) (6) (b) (6)

(b) (6) Per our chat the other day, I think it would be great for you to meet (b) (6) and brainstorm some ideas on how the (b) (6) could work some of the issues we discussed. I'm thinking the three of us may want to grab a coffee or something in the near future. I'm off on business travel for the last two weeks of April. Does anything work before or after that? Take care - Frank

*Frank DiGiammarino*

Director, World Wide Public Sector

Amazon Web Services

Cell: (b) (6)

(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)



(b) (6)

(b) (6)

Folder: GSA-2018-001433

**Subject:** Re: Connections  
**Date:** Fri, 5 Apr 2013 10:35:19 -0400  
**From:** Kevin Youel Page <kevin.page@gsa.gov>  
**To:** "Digiammarino, Frank" <(b) (6)@amazon.com>  
**Cc:** (b) (6)  
**Message-ID:** <CAJ+PSH4G2q0Bm+WLSU0BBJds3B87r3VMgo956+hndJ5rH0-cGQ@mail.gmail.com>  
**MD5:** daf12ea84f6123fa4d0f1429a789d768

Hi Frank, (b) (6)

I'm available for quick lunch 12-12:50 any day next week at GW campus or nearby. Alternatively, May is still wide open! I look forward to the discussion.

Best regards,

Kevin

\_\_\_\_\_  
Kevin Youel Page  
Deputy Assistant Commissioner, Integrated Technology Services  
Federal Acquisition Service, General Services Administration

1800 F Street NW, 4th Floor  
(b) (6) (rings all phones)  
[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)  
[www.gsa.gov/its](http://www.gsa.gov/its)

----- Forwarded message -----

**From:** Digiammarino, Frank <(b) (6)@amazon.com>  
**Date:** Mon, Apr 1, 2013 at 4:25 PM  
**Subject:** Connections  
**To:** "Kevin.page@gsa.gov" <Kevin.page@gsa.gov>  
**Cc:** (b) (6)

Kevin – Please meet (b) (6) (b) (6)  
(b) (6) Per our chat the other day,  
I think it would be great for you to meet (b) (6) and brainstorm some ideas on how the  
(b) (6) could work some of the issues we discussed. I'm thinking the three of us  
may want to grab a coffee or something in the near future. I'm off on business travel for the last  
two weeks of April. Does anything work before or after that? Take care - Frank

*Frank DiGiammarino*

Director, World Wide Public Sector  
Amazon Web Services  
Cell: (b) (6)  
(b) (6) [amazon.com](http://amazon.com)



**Subject:** RE: Connections  
**Date:** Fri, 5 Apr 2013 19:40:00 +0000  
**From:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**To:** Kevin Youel Page <kevin.page@gsa.gov>, (b) (6)  
**Message-ID:** <8EB44FCCDE5D5C46B83984CBD40448150387FF@ex10-mbx-7003.ant.amazon.com>  
**MD5:** 8e3c44fb37972c3be780faa743e58c11

How about 5/10 for lunch? If that works, I will leave it to the two of you to agree to where and what time. ☺ It will be good to see you both! Take care - Frank

**From:** Kevin Youel Page [mailto:kevin.page@gsa.gov]  
**Sent:** Friday, April 05, 2013 2:31 PM  
**To:** (b) (6)  
**Cc:** Digiammarino, Frank  
**Subject:** Re: Connections

(b) (6) Any of those days work for me. Frank?

---

Kevin Youel Page

Deputy Assistant Commissioner, Integrated Technology Services

Federal Acquisition Service, General Services Administration

1800 F Street NW, Washington, DC 20405

(b) (6) (rings all phones)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)

[www.gsa.gov/its](http://www.gsa.gov/its)

On Fri, Apr 5, 2013 at 2:27 PM, (b) (6) wrote:

Kevin (and Frank),

I would love to meet! Next week at lunch does not work for me anyday.

In May I am free at lunch time on May 2, May 10, May 21, May 23 or May 24.

Or we could try to meet sooner if it is not over lunch?

Warmest regards, (b) (6)

On Fri, Apr 5, 2013 at 10:35 AM, Kevin Youel Page <[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)> wrote:

Hi Frank, (b) (6)

I'm available for quick lunch 12-12:50 any day next week at GW campus or nearby.

Alternatively, May is still wide open! I look forward to the discussion.

Best regards,

Kevin

---

---

Kevin Youel Page

Deputy Assistant Commissioner, Integrated Technology Services

Federal Acquisition Service, General Services Administration

1800 F Street NW, 4th Floor

(b) (6) (rings all phones)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)

[www.gsa.gov/its](http://www.gsa.gov/its)

----- Forwarded message -----

From: **Digiammarino, Frank** <(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)>

Date: Mon, Apr 1, 2013 at 4:25 PM

Subject: Connections

To: "Kevin.page@gsa.gov" <Kevin.page@gsa.gov>

Cc: (b) (6)

Kevin – Please meet (b) (6) (b) (6)

(b) (6) Per our chat the other day, I think it would be great for you to meet (b) (6) and brainstorm some ideas on how the (b) (6) could work some of the issues we discussed. I'm thinking the three of us may want to grab a coffee or something in the near future. I'm off on business travel for the last two weeks of April. Does anything work before or after that? Take care - Frank

*Frank DiGiammarino*

Director, World Wide Public Sector

Amazon Web Services

Cell: (b) (6)

(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)



(b) (6)

A large rectangular black box redacting the majority of the email body content below the Amazon Web Services logo.

**Subject:** Re: Connections  
**Date:** Sat, 6 Apr 2013 14:49:42 -0400  
**From:** (b) (6)  
**To:** "Digiammarino, Frank" <(b) (6)@amazon.com>  
**Cc:** Kevin Youel Page <kevin.page@gsa.gov>  
**Message-ID:** <CAFDuAYFSnz-utQCW5pSMj\_Qs\_-SwSiz\_X\_tdTahoSj251ZAV-Q@mail.gmail.com>  
**MD5:** e7b9c0c1fb1c866d684aae2a1b6f8555

May 10th for lunch it is:)

On Fri, Apr 5, 2013 at 3:40 PM, Digiammarino, Frank <(b) (6)@amazon.com> wrote:

How about 5/10 for lunch? If that works, I will leave it to the two of you to agree to where and what time. ☺ It will be good to see you both! Take care - Frank

**From:** Kevin Youel Page [mailto:[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)]  
**Sent:** Friday, April 05, 2013 2:31 PM  
**To:** (b) (6)  
**Cc:** Digiammarino, Frank  
**Subject:** Re: Connections

(b) (6) Any of those days work for me. Frank?

---

Kevin Youel Page

Deputy Assistant Commissioner, Integrated Technology Services

Federal Acquisition Service, General Services Administration

1800 F Street NW, Washington, DC 20405  
(b) (6) (rings all phones)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)  
[www.gsa.gov/its](http://www.gsa.gov/its)

On Fri, Apr 5, 2013 at 2:27 PM, Kathryn Newcomer <[newcomer@gwu.edu](mailto:newcomer@gwu.edu)> wrote:

Kevin (and Frank),  
I would love to meet! Next week at lunch does not work for me anyway.  
In May I am free at lunch time on May 2, May 10, May 21, May 23 or May 24.  
Or we could try to meet sooner if it is not over lunch?  
Warmest regards, (b) (6)

On Fri, Apr 5, 2013 at 10:35 AM, Kevin Youel Page <[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)> wrote:

Hi Frank, (b) (6),

I'm available for quick lunch 12-12:50 any day next week at GW campus or nearby.

---

Alternatively, May is still wide open! I look forward to the discussion.

Best regards,

Kevin

---

Kevin Youel Page

Deputy Assistant Commissioner, Integrated Technology Services

Federal Acquisition Service, General Services Administration

1800 F Street NW, 4th Floor

(b) (6) (rings all phones)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)

[www.gsa.gov/its](http://www.gsa.gov/its)

----- Forwarded message -----

From: (b) (6) <(b) (6)@amazon.com>

Date: Mon, Apr 1, 2013 at 4:25 PM

Subject: Connections

To: "Kevin.page@gsa.gov" <Kevin.page@gsa.gov>

Cc: (b) (6)@gwu.edu" (b) (6)@gwu.edu>

Kevin – Please meet (b) (6) Newcomer (b) (6)

(b) (6) Per our chat the other day, I think it would be great for you to meet (b) (6) and brainstorm some ideas on how the (b) (6) could work some of the issues we discussed. I'm thinking the three of us may want to grab a coffee or something in the near future. I'm off on business travel for the last two weeks of April. Does anything work before or after that? Take care - Frank

*Frank DiGiammarino*

Director, World Wide Public Sector

Amazon Web Services

Cell: (b) (6)

(b) (6)@amazon.com



(b) (6)

(b) (6)



Folder: GSA-2018-001433

**Subject:** Re: Outcome Brokers  
**Date:** Wed, 27 Feb 2013 13:36:28 -0500  
**From:** Kevin Youel Page <kevin.page@gsa.gov>  
**To:** "(b) (6)" <(b) (6)@amazon.com>  
**Message-ID:** <CAJ+PSH4DGZrOZQMbh\_sSVP4T4ZW5KvCeN41\_PiJzclHeaM-LLA@mail.gmail.com>  
**MD5:** 811ee0580893dbade74a62da057009af

How about Ritz lobby in Georgetown? Best, Kevin

---

Kevin Youel Page  
Deputy Assistant Commissioner, Integrated Technology Services  
Federal Acquisition Service, General Services Administration  
10304 Eaton Place  
Suite 400 Fairfax, VA 22030  
(b) (6) (rings all phones)  
[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov) [www.gsa.gov/its](http://www.gsa.gov/its)

On Tue, Feb 26, 2013 at 6:08 PM, (b) (6) <(b) (6)@amazon.com> wrote:

4 PM would be great! I can come to you. Where do you want to meet? Take care - Frank

**From:** Kevin Youel Page [mailto:[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)]  
**Sent:** Tuesday, February 26, 2013 4:44 PM

**To:** (b) (6)  
**Subject:** Re: Outcome Brokers

Sure. What is late? 4pm? Best, Kevin

---

Kevin Youel Page

Deputy Assistant Commissioner, Integrated Technology Services

Federal Acquisition Service, General Services Administration

10304 Eaton Place

Suite 400  
Fairfax, VA 22030  
(b) (6) (rings all phones)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)  
[www.gsa.gov/its](http://www.gsa.gov/its)

On Mon, Feb 25, 2013 at 6:32 PM, (b) (6) <(b) (6)@amazon.com> wrote:

Good to hear from you! I'm in Seattle this week. How about late afternoon on the 15<sup>th</sup>? Take care - Frank

**From:** Kevin Youel Page [mailto:[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)]  
**Sent:** Monday, February 25, 2013 6:04 PM

---

To: (b) (6)  
Subject: Re: Outcome Brokers

Frank, just back from vacation. Would love to get together for lunch or a meeting. Are you free to be in Crystal City at noon this Wednesday? Or anywhere Friday 3/15? Best, Kevin

---

Kevin Youel Page

Deputy Assistant Commissioner, Integrated Technology Services

Federal Acquisition Service, General Services Administration

10304 Eaton Place

Suite 400  
Fairfax, VA 22030  
(b) (6) (rings all phones)

[kevin.page@gsa.gov](mailto:kevin.page@gsa.gov)  
[www.gsa.gov/its](http://www.gsa.gov/its)

On Tue, Feb 5, 2013 at 10:05 PM, (b) (6) <(b) (6)@amazon.com> wrote:

Kevin – I hope you are well and that 2013 is off to a great start. While I’ve been remiss in reconnecting, I’m wondering if you are you up for a coffee in the near future? Please let me know if you’re available over the next few weeks.

I also want to share with this [link](#) to my recent paper "Can Government Work Like OpenTable?" As we discussed this past summer, the thinking is built upon the concept of an Outcome Broker. [Outcome Brokers](#) are already everywhere in our daily lives- from Hulu (TV shows) to Netflix (movies), Spotify (music) to Kiva (social lending). The important thing to notice about these services is that they aren't focused on making your dinner or creating your music or filming your entertainment. Instead, they’re specifically set up to get you information to achieve the outcome that's right for you.

This distinction is an absolutely vital one for government. In particular, it challenges public administrators to ask themselves how they can aggregate, funnel, and deliver the right services to the right people. To this end, it highlights the imperative for government to focus on outcomes. The focus, then, shouldn't be on government programs, but on what they're really accomplishing for people and their communities. Leaders should focus on collaborating with diverse networks of data, technical services, and subject area experts to develop new models and impactful solutions where they don't exist.

I remember how passionate you were in our last conversation and have wanted to share this thinking with you for a while. I look forward to catching up soon. Take care - Frank

*Frank DiGiammarino*

Director, World Wide Public Sector

Amazon Web Services

Cell: (b) (6)  
(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)



**Subject:** Connections  
**Date:** Mon, 1 Apr 2013 20:25:16 +0000  
**From:** "(b) (6)" <(b) (6)@amazon.com>  
**To:** "Kevin.page@gsa.gov" <Kevin.page@gsa.gov>  
**Cc:** "newcomer@gwu.edu" <newcomer@gwu.edu>  
**Message-ID:** <8EB44FCCDE5D5C46B83984CBD404481502CFC9@ex10-mbx-7003.ant.amazon.com>  
**MD5:** 05683a2332e0c3053601d54a34da4725

Kevin – Please meet (b) (6) (b) (6)  
Per our chat the other day, I think it would be great for you to meet Kathy and brainstorm some ideas on how the (b) (6) could work some of the issues we discussed. I'm thinking the three of us may want to grab a coffee or something in the near future. I'm off on business travel for the last two weeks of April. Does anything work before or after that? Take care - Frank

*Frank DiGiammarino*

Director, World Wide Public Sector  
Amazon Web Services  
Cell: (b) (6)  
(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)



Folder: GSA-2018-00143

**Subject:** Re: Amazon Visit..... Dan Tangherlini  
**Date:** Tue, 26 Nov 2013 16:01:59 -0500  
**From:** Tanya Daggett - AC <tanya.daggett@gsa.gov>  
**To:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**Message-ID:** <CAPG\_kLm5ruqpdV0VnDeWMabbk5RUv=Ce7axDddOR\_ZrcRVOoyQ@mail.gmail.com>  
**MD5:** 3fd245cfd106a267ba49d21b17a19056

he's on his way.. left the office about 3 minutes ago..

On Tue, Nov 26, 2013 at 3:57 PM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

Here :)

On Nov 26, 2013, at 3:39 PM, "Tanya Daggett - AC" <tanya.daggett@gsa.gov> wrote:

Great.. He'll be waling out in 10 minutes..

Happy Turkey Day.. and have a great weekend.

On Tue, Nov 26, 2013 at 3:36 PM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

I will make it on time. On metro now

On Nov 26, 2013, at 3:07 PM, "Tanya Daggett - AC" <tanya.daggett@gsa.gov> wrote:

Ok

On Tue, Nov 26, 2013 at 3:03 PM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

I'll leave an get there as fast as I can. Thanks - Frank

**From:** Tanya Daggett - AC [mailto:tanya.daggett@gsa.gov]  
**Sent:** Tuesday, November 26, 2013 3:03 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Amazon Visit..... Dan Tangherlini

Dan has a meeting at 5pm now... he wanted to know if you could meet him for coffee (same place) at 4pm?

On Mon, Nov 25, 2013 at 7:52 PM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

Hi- Please confirm the time and place for tomorrow morning. Thanks Frank

Tanya Daggett - AC <tanya.daggett@gsa.gov> wrote:

Frank,

---

Good to hear from you.. let me find a good time.. He's on travel from Dec 1-6.. we'll have to focus on next week...

Need to discuss with Dan as well...see what I can move around...

On Wed, Nov 20, 2013 at 10:35 PM, Digiammarino, Frank <(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)> wrote:

Dan – I'm back in town and heard you'll be at IIIF tomorrow. I can't make it – two other colleagues will be there – yet wanted to follow-up to see if you were interested in grabbing time over the next several weeks. I'm in town until the 9<sup>th</sup> when I head off to the UK. It would be great to catch up. Take care - Frank

**From:** Daniel Tangherlini - A [mailto:[dan.tangherlini@gsa.gov](mailto:dan.tangherlini@gsa.gov)]  
**Sent:** Monday, October 28, 2013 5:13 PM  
**To:** Digiammarino, Frank  
**C c:** Tanya Daggett - A C ;Jolene Lester - A  
**Subject:** Re: Amazon Visit..... Dan Tangherlini

Frank, thanks for asking! Internally, we have been using Amazon as an example for the transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

-Dan

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

See Frank's question..

----- Forwarded message -----

**From:** Frank DiGiammarino <(b) (6) >  
**Date:** Mon, Oct 28, 2013 at 2:05 PM  
**Subject:** RE: Amazon Visit..... Dan Tangherlini  
**To:** Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) [amazon.com](mailto:(b) (6)@amazon.com). Take care - Frank

---

---

Date: Mon, 28 Oct 2013 11:30:19 -0400  
Subject: Amazon Visit..... Dan Tangherlini  
From: [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)  
To: (b) (6)

Hello there....

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

Let me know if you're available...

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)

mobile: (b) (6)

--

Thank You!

Tanya Daggett

---

Folder: GSA-2018-00143

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)  
mobile:

--  
Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)  
mobile:

--  
Thank You!

Have a wonderful Thanksgiving!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

---

office: (b) (6)  
mobile:

--

Thank You!

Have a wonderful Thanksgiving!

Tanya Daggett

---

GSA Headquarters  
1800 F Street NW  
Washington, DC 20405

office: (b) (6)  
mobile:

--

Thank You!

Have a wonderful Thanksgiving!

Tanya Daggett

---

GSA Headquarters  
1800 F Street NW  
Washington, DC 20405

office: (b) (6)  
mobile

--

Thank You!

Have a wonderful Thanksgiving!

Tanya Daggett

---

---

GSA Headquarters  
1800 F Street NW  
Washington, DC 20405

office: (b) (6)  
mobile

Folder: GSA-2018-00143

**Subject:** Fwd: Amazon Visit..... Dan Tangherlini  
**Date:** Mon, 28 Oct 2013 16:34:03 -0400  
**From:** Tanya Daggett - AC <tanya.daggett@gsa.gov>  
**To:** Daniel Tangherlini - A <dan.tangherlini@gsa.gov>  
**Message-ID:** <CAPG\_kLm2awcCt41EYPct=dB3zXF3\_SEV-Z8Fpoa591dmK8CRWg@mail.gmail.com>  
**MD5:** ed687f0dd2d6819fb2e90933fec65e95

See Frank's question..

----- Forwarded message -----

From: **Frank DiGiammarino** (b) (6)  
Date: Mon, Oct 28, 2013 at 2:05 PM  
Subject: RE: Amazon Visit..... Dan Tangherlini  
To: Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) [amazon.com](mailto:amazon.com). Take care - Frank

---

Date: Mon, 28 Oct 2013 11:30:19 -0400  
Subject: Amazon Visit..... Dan Tangherlini  
From: [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)  
To: (b) (6)

Hello there....

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

Let me know if you're available...

--  
Thank You!

Tanya Daggett

---

**GSA Headquarters**  
**1800 F Street NW**  
**Washington, DC 20405**

office: (b) (6)  
mobile (b) (6)

--  
Thank You!

---

Tanya Daggett

---

GSA Headquarters  
1800 F Street NW  
Washington, DC 20405

office: (b) (6)  
mobile

Folder: GSA-2018-00143

**Subject:** RE: Amazon Visit..... Dan Tangherlini  
**Date:** Mon, 28 Oct 2013 14:05:23 -0400  
**From:** Frank DiGiammarino <(b) (6)>  
**To:** Tanya Daggett - AC <tanya.daggett@gsa.gov>  
**Message-ID:** <BAY177-W383F04C6AA4132343C2C2CB0080@phx.gbl>  
**MD5:** 07e30d73f61f8f210526f0787a5486f7

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) [amazon.com](mailto:(b) (6)@amazon.com).  
Take care - Frank

---

Date: Mon, 28 Oct 2013 11:30:19 -0400  
Subject: Amazon Visit..... Dan Tangherlini  
From: tanya.daggett@gsa.gov  
To: (b) (6)

Hello there....

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

Let me know if you're available...

--  
Thank You!

Tanya Daggett

---

GSA Headquarters  
1800 F Street NW  
Washington, DC 20405

office: (b) (6)  
mobile: (b) (6)

**Subject:** Re: Amazon Visit..... Dan Tangherlini  
**Date:** Tue, 29 Oct 2013 11:12:31 -0400  
**From:** Tanya Daggett - AC <tanya.daggett@gsa.gov>  
**To:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**Message-ID:** <CAPG\_kLnF7=zgbVPdt+TCcV0W+Jii+dCYsR1KLXxab+8RTETOdA@mail.gmail.com>  
**MD5:** e777287b058bbc315affb2154054566f

Good morning,

I spoke to Dan and he would like to spend more than an hour... I was able to secure 3-5pm as an option. Let me know if you're available for dinner as well. We working on a short time frame, so soon as you can lock something down, please let me know..

On Tue, Oct 29, 2013 at 9:21 AM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

Dan – Great to hear from you! Let me work with the team and see what we can set up. Take care -  
Frank

**From:** Daniel Tangherlini - A [mailto:[dan.tangherlini@gsa.gov](mailto:dan.tangherlini@gsa.gov)]  
**Sent:** Monday, October 28, 2013 5:13 PM  
**To:** Digiammarino, Frank  
**C c:** Tanya Daggett - A C ;Jolene Lester - A  
**Subject:** Re: Amazon Visit..... Dan Tangherlini

Frank, thanks for asking! Internally, we have been using Amazon as an example for the transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

-Dan

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

See Frank's question..

----- Forwarded message -----

**From:** Frank DiGiammarino (b) (6)  
**Date:** Mon, Oct 28, 2013 at 2:05 PM  
**Subject:** RE: Amazon Visit..... Dan Tangherlini  
**To:** Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

---

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) [amazon.com](mailto:(b) (6)@amazon.com). Take care - Frank

---

Date: Mon, 28 Oct 2013 11:30:19 -0400  
Subject: Amazon Visit..... Dan Tangherlini  
From: [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)  
To: (b) (6)

Hello there....

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

Let me know if you're available...

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)  
mobile: (b) (6)

--

Thank You!

Tanya Daggett

---

---

**GSA Headquarters**  
**1800 F Street NW**  
**Washington, DC 20405**

office: (b) (6)  
mobile

--  
Thank You!

Tanya Daggett

---

**GSA Headquarters**  
**1800 F Street NW**  
**Washington, DC 20405**

office: (b) (6)  
mobile

**Subject:** Re: Amazon Visit..... Dan Tangherlini  
**Date:** Mon, 28 Oct 2013 17:13:27 -0400  
**From:** Daniel Tangherlini - A <dan.tangherlini@gsa.gov>  
**To:** (b) (6) amazon.com  
**Cc:** Tanya Daggett - AC <tanya.daggett@gsa.gov>, Jolene Lester - A <jolene.lester@gsa.gov>  
**Message-ID:** <CALjcRmVLnguQF3VZ9VDVxdY6J+2Vq10LEfXDdcBJ+YWefjO5=w@mail.gmail.com>  
**MD5:** ac5c287b5a6fee7505784d37e2c74459

Frank, thanks for asking! Internally, we have been using Amazon as an example for the transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

-Dan

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

See Frank's question..

----- Forwarded message -----

From: **Frank DiGiammarino** (b) (6)  
Date: Mon, Oct 28, 2013 at 2:05 PM  
Subject: RE: Amazon Visit..... Dan Tangherlini  
To: Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) [amazon.com](mailto:amazon.com).  
Take care - Frank

---

Date: Mon, 28 Oct 2013 11:30:19 -0400  
Subject: Amazon Visit..... Dan Tangherlini  
From: [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)  
To: (b) (6)

Hello there....

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

---

Let me know if you're available...

--  
Thank You!

Tanya Daggett

---

**GSA Headquarters**  
**1800 F Street NW**  
**Washington, DC 20405**

office: (b) (6)  
mobile

--  
Thank You!

Tanya Daggett

---

**GSA Headquarters**  
**1800 F Street NW**  
**Washington, DC 20405**

office: (b) (6)  
mobile

---

**Subject:** RE: Amazon Visit..... Dan Tangherlini  
**Date:** Tue, 29 Oct 2013 13:21:40 +0000  
**From:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**To:** Daniel Tangherlini - A <dan.tangherlini@gsa.gov>  
**Cc:** Tanya Daggett - AC <tanya.daggett@gsa.gov>, Jolene Lester - A <jolene.lester@gsa.gov>  
**Message-ID:** <8EB44FCCDE5D5C46B83984CBD404481518C7528F@ex10-mbx-25001.ant.amazon.com>  
**MD5:** 3cfe7abdb522d92af010a22084011003

Dan – Great to hear from you! Let me work with the team and see what we can set up. Take care - Frank

**From:** Daniel Tangherlini - A [mailto:dan.tangherlini@gsa.gov]  
**Sent:** Monday, October 28, 2013 5:13 PM  
**To:** Digiammarino, Frank  
**Cc:** Tanya Daggett - A C ; Jolene Lester - A  
**Subject:** Re: Amazon Visit..... Dan Tangherlini

Frank, thanks for asking! Internally, we have been using Amazon as an example for the transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

-Dan

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

See Frank's question..

----- Forwarded message -----

**From:** Frank DiGiammarino <(b) (6)>  
**Date:** Mon, Oct 28, 2013 at 2:05 PM  
**Subject:** RE: Amazon Visit..... Dan Tangherlini  
**To:** Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) [amazon.com](mailto:(b) (6)@amazon.com). Take care - Frank

---

**Date:** Mon, 28 Oct 2013 11:30:19 -0400  
**Subject:** Amazon Visit..... Dan Tangherlini  
**From:** [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)  
**To:** (b) (6)

---

Hello there....

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

Let me know if you're available...

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)

mobile:

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

---

office: (b) (6)  
mobile

Non-Responsive

**From:** Digiammarino, Frank  
**Sent:** Wednesday, October 30, 2013 11:04 A M  
**To:** Daniel Tangherlini - A  
**Cc:** Tanya Daggett - A C ;Jolene Lester - A (b) (6)  
**Subject:** RE :Amazon Visit.....Dan Tangherlini

Dan – Thanks for thinking of us and the team is excited to host you in Seattle. I want to update you on your visit. I will be on my way to Japan that day and unable to join for the conversation. The two gentlemen I've copied on this message, however, are going to be able to host you and make sure you get to have an engaging conversation with our team in Seattle. (b) (6) our General Manager for State, Local and Education in the United States and lives in Seattle. Steve was one of the reasons I came to Amazon and has a great perspective on the company and what makes it tick. He will be with you for however long you are at Amazon and I'm sure you two will hit it off. (b) (6) is our General Manager for the US Civilian business. He and his team are based in Herndon, VA and will work with Tanya to help coordinate with the team in Seattle and make sure you get the most out of your time. I really regret not being part of the party! I'm back from my travels for the week of 11/18. Would you like to grab some time that week? If so, Tanya (Superstar) knows how to get me ☺

Have a blast and I look forward to catching up again soon. Take care - Frank

**From:** Daniel Tangherlini - A [<mailto:dan.tangherlini@gsa.gov>]  
**Sent:** Monday, October 28, 2013 5:13 PM  
**To:** Digiammarino, Frank  
**Cc:** Tanya Daggett - A C ;Jolene Lester - A  
**Subject:** Re: Amazon Visit.....Dan Tangherlini

Frank, thanks for asking! Internally, we have been using Amazon as an example for the transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

---

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

-Dan

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

See Frank's question..

----- Forwarded message -----

From: **Frank DiGiammarino** <(b) (6)>  
Date: Mon, Oct 28, 2013 at 2:05 PM  
Subject: RE: Amazon Visit..... Dan Tangherlini  
To: Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) [amazon.com](mailto:(b) (6)@amazon.com). Take care - Frank

---

Date: Mon, 28 Oct 2013 11:30:19 -0400  
Subject: Amazon Visit..... Dan Tangherlini  
From: [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)  
To: (b) (6)

Hello there....

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

Let me know if you're available...

--

Thank You!

Tanya Daggett

---

---

GSA Headquarters

1800 F Street NW

Washington, DC 20405

office: (b) (6)  
mobile:

--  
Thank You!

Tanya Daggett

---

GSA Headquarters

1800 F Street NW

Washington, DC 20405

office: (b) (6)  
mobile:

--  
Thank You!

Tanya Daggett

---

GSA Headquarters  
1800 F Street NW  
Washington, DC 20405

office: (b) (6)  
mobile:

---

Non-Responsive



**From:** Digiammarino, Frank  
**Sent:** Wednesday, October 30, 2013 11:04 A M  
**To:** Daniel Tangherlini - A  
**Cc:** Tanya Daggett - A C ; Jolene Lester - A ; (b) (6)  
**Subject:** RE :Amazon Visit.....Dan Tangherlini

Dan – Thanks for thinking of us and the team is excited to host you in Seattle. I want to update you on your visit. I will be on my way to Japan that day and unable to join for the conversation. The two gentlemen I've copied on this message, however, are going to be able to host you and make sure you get to have an engaging conversation with our team in Seattle. (b) (6) our General Manager for State, Local and Education in the United States and lives in Seattle. Steve was one of the reasons I came to Amazon and has a great perspective on the company and what makes it tick. He will be with you for however long you are at Amazon and I'm sure you two will hit it off. (b) (6) is our General Manager for the U.S. Civilian business. He and his team are based in Herndon, VA and will work with Tanya to help coordinate with the team in Seattle and make sure you get the most out of your time. I really regret not being part of the party! I'm back from my travels for the week of 11/18. Would you like to grab some time that week? If so, Tanya (Superstar) knows how to get me ☺

Have a blast and I look forward to catching up again soon. Take care - Frank

**From:** Daniel Tangherlini - A [<mailto:dan.tangherlini@gsa.gov>]  
**Sent:** Monday, October 28, 2013 5:13 PM  
**To:** Digiammarino, Frank  
**Cc:** Tanya Daggett - A C ; Jolene Lester - A  
**Subject:** Re: Amazon Visit.....Dan Tangherlini

---

Frank, thanks for asking! Internally, we have been using Amazon as an example for the transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

-Dan

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

See Frank's question..

----- Forwarded message -----

From: **Frank DiGiammarino** (b) (6)  
Date: Mon, Oct 28, 2013 at 2:05 PM  
Subject: RE: Amazon Visit..... Dan Tangherlini  
To: Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) [amazon.com](mailto:amazon.com). Take care - Frank

---

Date: Mon, 28 Oct 2013 11:30:19 -0400  
Subject: Amazon Visit..... Dan Tangherlini  
From: [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)  
To: (b) (6)

Hello there....

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

---

Let me know if you're available...

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)

mobile:

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)

mobile: (b) (6)

Non-Responsive



**From:** Digiammarino, Frank  
**Sent:** Wednesday, October 30, 2013 11:04 A M  
**To:** Daniel Tangherlini - A  
**Cc:** Tanya Daggett - A C ; Jolene Lester - A ; (b) (6)  
**Subject:** R E :A mazon Visit.....Dan Tangherlini

Dan – Thanks for thinking of us and the team is excited to host you in Seattle. I want to update you on your visit. I will be on my way to Japan that day and unable to join for the conversation. The two gentlemen I've copied on this message, however, are going to be able to host you and make sure you get to have an engaging conversation with our team in Seattle. (b) (6) our General Manager for State, Local and Education in the United States and lives in Seattle. Steve was one of the reasons I came to Amazon and has a great perspective on the company and what makes it tick. He will be with you for however long you are at Amazon and I'm sure you two will hit it off. (b) (6) is our General Manager for the U S Civilian business. He and his team are based in Herndon, V A and will work with Tanya to help coordinate with the team in Seattle and make sure you get the most out of your time. I

---

really regret not being part of the party! I'm back from my travels for the week of 11/18. Would you like to grab some time that week? If so, Tanya (Superstar) knows how to get me ☺

Have a blast and I look forward to catching up again soon. Take care - Frank

**From:** Daniel Tangherlini - A [<mailto:dan.tangherlini@gsa.gov>]  
**Sent:** Monday, October 28, 2013 5:13 PM  
**To:** Digiammarino, Frank  
**Cc:** Tanya Daggett - A C ; Jolene Lester - A  
**Subject:** Re: Amazon Visit..... Dan Tangherlini

Frank, thanks for asking! Internally, we have been using Amazon as an example for the transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

-Dan

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

See Frank's question..

----- Forwarded message -----

**From:** Frank DiGiammarino (b) (6)  
**Date:** Mon, Oct 28, 2013 at 2:05 PM  
**Subject:** RE: Amazon Visit..... Dan Tangherlini  
**To:** Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) [amazon.com](mailto:amazon.com). Take care - Frank

---

**Date:** Mon, 28 Oct 2013 11:30:19 -0400  
**Subject:** Amazon Visit..... Dan Tangherlini  
**From:** [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)  
**To:** (b) (6)

Hello there....

Hope you're doing well..

---

Folder: GSA-2018-00143

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

Let me know if you're available...

--  
Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)  
mobile: (b) (6)

--  
Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)  
mobile: (b) (6)

---

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)

mobile:

**Subject:** RE: Amazon Visit..... Dan Tangherlini  
**Date:** Wed, 30 Oct 2013 15:04:03 +0000  
**From:** "Digiammarino, Frank" <(b) (6)@amazon.com>  
**To:** Daniel Tangherlini - A <dan.tangherlini@gsa.gov>  
**Cc:** Tanya Daggett - AC <tanya.daggett@gsa.gov>, Jolene Lester - A <jolene.lester@gsa.gov>, (b) (6)@amazon.com, (b) (6)@amazon.com  
**Message-ID:** <8EB44FCCDE5D5C46B83984CBD404481518C78598@ex10-mbx-25001.ant.amazon.com>  
**MD5:** 20f0c6be526fcffb489fd654f3588719

Dan – Thanks for thinking of us and the team is excited to host you in Seattle. I want to update you on your visit. I will be on my way to Japan that day and unable to join for the conversation. The two gentlemen I've copied on this message, however, are going to be able to host you and make sure you get to have an engaging conversation with our team in Seattle. (b) (6) is our General Manager for State, Local and Education in the United States and lives in Seattle. Steve was one of the reasons I came to Amazon and has a great perspective on the company and what makes it tick. He will be with you for however long you are at Amazon and I'm sure you two will hit it off. (b) (6) is our General Manager for the US Civilian business. He and his team are based in Herndon, VA and will work with Tanya to help coordinate with the team in Seattle and make sure you get the most out of your time. I really regret not being part of the party! I'm back from my travels for the week of 11/18. Would you like to grab some time that week? If so, Tanya (Superstar) knows how to get me ☺

Have a blast and I look forward to catching up again soon. Take care - Frank

**From:** Daniel Tangherlini - A [mailto:dan.tangherlini@gsa.gov]  
**Sent:** Monday, October 28, 2013 5:13 PM  
**To:** Digiammarino, Frank  
**Cc:** Tanya Daggett - AC ; Jolene Lester - A  
**Subject:** Re: Amazon Visit..... Dan Tangherlini

Frank, thanks for asking! Internally, we have been using Amazon as an example for the transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

-Dan

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

See Frank's question..

----- Forwarded message -----

**From:** Frank DiGiammarino (b) (6)  
**Date:** Mon, Oct 28, 2013 at 2:05 PM  
**Subject:** RE: Amazon Visit..... Dan Tangherlini  
**To:** Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

---

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) [amazon.com](mailto:tanya.daggett@gsa.gov). Take care - Frank

---

Date: Mon, 28 Oct 2013 11:30:19 -0400  
Subject: Amazon Visit..... Dan Tangherlini  
From: [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)  
To: (b) (6)

Hello there....

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

Let me know if you're available...

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)

mobile: (b) (6)

--

Thank You!

---

Tanya Daggett

---

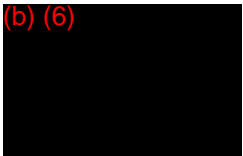
**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office:

mobile:



Non-Responsive

**From:**  
**Sent:** Vv 0, 2013 11:04 A M  
**To:** Daniel Tangherlini - A  
**C c:** Tanya Daggett - A C ;Jolene Lester - A ;(b) (6)  
**Subject:** R E :A mazon Visit.....Dan Tangherlini

Dan – Thanks for thinking of us and the team is excited to host you in Seattle. I want to update you on your visit. I will be on my way to Japan that day and unable to join for the conversation. The two gentlemen I've copied on this message, however, are going to be able to host you and make sure you get to have an engaging conversation with our team in Seattle. (b) (6) is our General Manager for State, Local and Education in the United States and lives in Seattle. Steve was one of the reasons I came to Amazon and has a great perspective on the company and what makes it tick. He will be with you for however long you are at Amazon and I'm sure you two will hit it off. (b) (6) is our General Manager for the U.S. Civilian business. He and his team are based in Herndon, VA and will work with Tanya to help coordinate with the team in Seattle and make sure you get the most out of your time. I really regret not being part of the party! I'm back from my travels for the week of 11/18. Would you like to grab some time that week? If so, Tanya (Superstar) knows how to get me ☺

Have a blast and I look forward to catching up again soon. Take care - Frank

**From:** Daniel Tangherlini - A [<mailto:dan.tangherlini@gsa.gov>]  
**Sent:** Monday, October 28, 2013 5:13 PM  
**To:** Digiammarino, Frank  
**C c:** Tanya Daggett - A C ;Jolene Lester - A  
**Subject:** Re: Amazon Visit.....Dan Tangherlini

Frank, thanks for asking! Internally, we have been using Amazon as an example for the transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

-Dan

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

See Frank's question..

----- Forwarded message -----

From: **Frank DiGiammarino** (b) (6)  
Date: Mon, Oct 28, 2013 at 2:05 PM  
Subject: RE: Amazon Visit..... Dan Tangherlini  
To: Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) [amazon.com](mailto:amazon.com). Take care - Frank

---

Date: Mon, 28 Oct 2013 11:30:19 -0400  
Subject: Amazon Visit..... Dan Tangherlini  
From: [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)  
To: (b) (6)

Hello there....

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

Let me know if you're available...

--

Thank You!

Tanya Daggett

---

GSA Headquarters

---

1800 F Street NW  
Washington, DC 20405

office: (b) (6)  
mobile

--  
Thank You!

Tanya Daggett

---

GSA Headquarters  
1800 F Street NW  
Washington, DC 20405

office: (b) (6)  
mobile:

Folder: GSA-2018-00143

**Subject:** Re: Amazon Visit..... Dan Tangherlini  
**Date:** Tue, 26 Nov 2013 15:07:34 -0500  
**From:** Tanya Daggett - AC <tanya.daggett@gsa.gov>  
**To:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**Message-ID:** <CAPG\_kLnscN5c6pmFjD8vFG+BD-ALJ-DtvM=ABwmU9HBU6yJyZw@mail.gmail.com>  
**MD5:** fd1f01e7c7b8aec2db89e0322de4736a

Ok

On Tue, Nov 26, 2013 at 3:03 PM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

I'll leave and get there as fast as I can. Thanks - Frank

**From:** Tanya Daggett - AC [mailto:[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)]  
**Sent:** Tuesday, November 26, 2013 3:03 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Amazon Visit..... Dan Tangherlini

Dan has a meeting at 5pm now... he wanted to know if you could meet him for coffee (same place) at 4pm?

On Mon, Nov 25, 2013 at 7:52 PM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

Hi- Please confirm the time and place for tomorrow morning. Thanks Frank

Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

Frank,

Good to hear from you.. let me find a good time.. He's on travel from Dec 1-6.. we'll have to focus on next week...

Need to discuss with Dan as well...see what I can move around...

On Wed, Nov 20, 2013 at 10:35 PM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

Dan – I'm back in town and heard you'll be at ITIF tomorrow. I can't make it – two other colleagues will be there – yet wanted to follow-up to see if you were interested in grabbing time over the next several weeks. I'm in town until the 9<sup>th</sup> when I head off to the UK. It would be great to catch up. Take care - Frank

**From:** Daniel Tangherlini - A [mailto:[dan.tangherlini@gsa.gov](mailto:dan.tangherlini@gsa.gov)]  
**Sent:** Monday, October 28, 2013 5:13 PM  
**To:** Digiammarino, Frank  
**Cc:** Tanya Daggett - AC ; Jolene Lester - A  
**Subject:** Re: Amazon Visit..... Dan Tangherlini

Frank, thanks for asking! Internally, we have been using Amazon as an example for the

---

transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

-Dan

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

See Frank's question..

----- Forwarded message -----

From: **Frank DiGiammarino** (b) (6)  
Date: Mon, Oct 28, 2013 at 2:05 PM  
Subject: RE: Amazon Visit..... Dan Tangherlini  
To: Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) [amazon.com](mailto:amazon.com). Take care - Frank

---

Date: Mon, 28 Oct 2013 11:30:19 -0400  
Subject: Amazon Visit..... Dan Tangherlini  
From: [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)  
To: (b) (6)

Hello there....

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

Let me know if you're available...

---

--  
Thank You!

Tanya Daggett

---

**GSA Headquarters**  
**1800 F Street NW**  
**Washington, DC 20405**

office: (b) (6)  
mobile:

--  
Thank You!

Tanya Daggett

---

**GSA Headquarters**  
**1800 F Street NW**  
**Washington, DC 20405**

office: (b) (6)  
mobile:

--  
Thank You!

Tanya Daggett

---

---

**GSA Headquarters**  
**1800 F Street NW**  
**Washington, DC 20405**

office: (b) (6)  
mobile

--

Thank You!

Have a wonderful Thanksgiving!

Tanya Daggett

---

**GSA Headquarters**  
**1800 F Street NW**  
**Washington, DC 20405**

office: (b) (6)  
mobile

--

Thank You!

Have a wonderful Thanksgiving!

Tanya Daggett

---

**GSA Headquarters**  
**1800 F Street NW**  
**Washington, DC 20405**

---

office: (b) (6)  
mobile

Non-responsive, (b)(5)



----- Forwarded message -----

From: Digiammarino, Frank <(b) (6) amazon.com>

Date: Sun, Apr 13, 2014 at 10:12 PM

Subject: FW: Dan Tangerlini

To: "Daniel Tangherlini - A (dan.tangherlini@gsa.gov)" <dan.tangherlini@gsa.gov>

Cc: "Tanya Daggett - AC (tanya.daggett@gsa.gov)" <tanya.daggett@gsa.gov>, "(b) (6) amazon.com>

Dan - AWS Worldwide Public Sector will be hosting our 5th Annual AWS Government, Education, and Nonprofits Symposium June 24 - 26, 2014 at the DC Convention Center. We will be bringing together over 2000 people from our Government, Education, and Nonprofit customer and partner ecosystem to network and learn about the latest trends, best practices and ways organizations are driving innovation, savings and efficiencies using the cloud. (<http://aws.amazon.com/events/wwps/symposia/washington/>)

We would very much like to invite you to give a keynote presentation to set the tone for our two day pay program centered around how cloud enables organizations to deliver more mission for the money. Your passion for accelerating efficiencies and innovation across federal government would add a tremendous amount of value. We'd love to highlight how you are working to advocate change and the ways government can rethink traditional approaches to achieve impact. The session 30 minutes on June 24<sup>th</sup>. Please let me know if this is something you'd be interested in doing.

We'd love to include you and GSA on the program, We've already secured leaders from NASA, HHS, and expect to have speakers from NJ State Police, Harvard Medical and more. Look forward to hearing back. Take care – Frank

Frank DiGiammarino  
Director, Innovation and Global Expansion  
World Wide Public Sector  
Amazon Web Services

---

[<image001.png>](#)

<http://aws.amazon.com>

Non-responsive, (b)(5)

----- Forwarded message -----

From: Digiammarino, Frank <(b) (6) [amazon.com](mailto:amazon.com)>

Date: Sun, Apr 13, 2014 at 10:12 PM

Subject: FW: Dan Tangerlini

To: "Daniel Tangherlini - A ([dan.tangherlini@gsa.gov](mailto:dan.tangherlini@gsa.gov))" <[dan.tangherlini@gsa.gov](mailto:dan.tangherlini@gsa.gov)>

Cc: "Tanya Daggett - AC ([tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov))" <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>, "(b) (6) [amazon.com](mailto:amazon.com)>

Dan - AWS Worldwide Public Sector will be hosting our 5th Annual AWS Government, Education, and Nonprofits Symposium June 24 - 26, 2014 at the DC Convention Center. We will be bringing together over 2000 people from our Government, Education, and Nonprofit customer and partner ecosystem to network and learn about the latest trends, best practices and ways organizations are driving innovation, savings and efficiencies using the cloud. (<http://aws.amazon.com/events/wwps/symposia/washington/>)

We would very much like to invite you to give a keynote presentation to set the tone for our two day pay program centered around how cloud enables organizations to deliver more mission for the money. Your passion for accelerating efficiencies and innovation across federal government would add a tremendous amount of value. We'd love to highlight how you are working to advocate change and the ways government can rethink traditional approaches to achieve impact. The session 30 minutes on June 24<sup>th</sup>. Please let me know if this is something you'd be interested in doing.

We'd love to include you and GSA on the program, We've already secured leaders from NASA, HHS, and expect to have speakers from NJ State Police, Harvard Medical and more. Look forward to hearing back. Take care – Frank

Frank DiGiammarino  
Director, Innovation and Global Expansion  
World Wide Public Sector  
Amazon Web Services

<[image001.png](#)>

<http://aws.amazon.com>



**Subject:** RE: Amazon Visit..... Dan Tangherlini  
**Date:** Tue, 26 Nov 2013 20:03:19 +0000  
**From:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**To:** Tanya Daggett - AC <tanya.daggett@gsa.gov>  
**Message-ID:** <8EB44FCCDE5D5C46B83984CBD404481518CACE80@ex10-mbx-25001.ant.amazon.com>  
**MD5:** 23ff749e36b8089d9ed9af7f74998feb

I'll leave and get there as fast as I can. Thanks - Frank

**From:** Tanya Daggett - AC [mailto:tanya.daggett@gsa.gov]  
**Sent:** Tuesday, November 26, 2013 3:03 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Amazon Visit..... Dan Tangherlini

Dan has a meeting at 5pm now... he wanted to know if you could meet him for coffee (same place) at 4pm?

On Mon, Nov 25, 2013 at 7:52 PM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

Hi- Please confirm the time and place for tomorrow morning. Thanks Frank

Tanya Daggett - AC <tanya.daggett@gsa.gov> wrote:

Frank,

Good to hear from you.. let me find a good time.. He's on travel from Dec 1-6.. we'll have to focus on next week...

Need to discuss with Dan as well...see what I can move around...

On Wed, Nov 20, 2013 at 10:35 PM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

Dan – I'm back in town and heard you'll be at ITIF tomorrow. I can't make it – two other colleagues will be there – yet wanted to follow-up to see if you were interested in grabbing time over the next several weeks. I'm in town until the 9<sup>th</sup> when I head off to the UK. It would be great to catch up. Take care - Frank

**From:** Daniel Tangherlini - A [mailto:dan.tangherlini@gsa.gov]  
**Sent:** Monday, October 28, 2013 5:13 PM  
**To:** Digiammarino, Frank  
**Cc:** Tanya Daggett - A C ; Jolene Lester - A  
**Subject:** Re: Amazon Visit..... Dan Tangherlini

Frank, thanks for asking! Internally, we have been using Amazon as an example for the transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

---

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

-Dan

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

See Frank's question..

----- Forwarded message -----

From: **Frank DiGiammarino** (b) (6)  
Date: Mon, Oct 28, 2013 at 2:05 PM  
Subject: RE: Amazon Visit..... Dan Tangherlini  
To: Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) [amazon.com](mailto:amazon.com). Take care - Frank

---

Date: Mon, 28 Oct 2013 11:30:19 -0400  
Subject: Amazon Visit..... Dan Tangherlini  
From: [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)  
To: (b) (6)

Hello there....

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

Let me know if you're available...

--

Thank You!

---

Tanya Daggett

---

GSA Headquarters

1800 F Street NW

Washington, DC 20405

office: (b) (6)

mobile:

--  
Thank You!

Tanya Daggett

---

GSA Headquarters

1800 F Street NW

Washington, DC 20405

office: (b) (6)

mobile:

--  
Thank You!

Tanya Daggett

---

GSA Headquarters

1800 F Street NW

Washington, DC 20405

---

office: (b) (6)

mobile:

--

Thank You!

Have a wonderful Thanksgiving!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)

mobile:

**Subject:** RE: Amazon Visit..... Dan Tangherlini  
**Date:** Thu, 21 Nov 2013 22:47:51 +0000  
**From:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**To:** Tanya Daggett - AC <tanya.daggett@gsa.gov>  
**Message-ID:** <8EB44FCCDE5D5C46B83984CBD404481518CA507C@ex10-mbx-25001.ant.amazon.com>  
**MD5:** d6e12ac5333436af86b67f1d334f9381

Hi – You are awesome (as always!). I appreciate the help and let me know what we can do. Quick question. (b) (6) the head of Amazon Web Services, will be in town last minute on Wednesday and wondering if Dan would have time to grab lunch with him. (b) (6) is the founder of AWS and wasn't able to see Dan in Seattle and the team that saw him today mentioned this idea and Dan thought it might work. Please let me know. Take care - Frank

**From:** Tanya Daggett - AC [mailto:tanya.daggett@gsa.gov]  
**Sent:** Thursday, November 21, 2013 1:07 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Amazon Visit..... Dan Tangherlini

Frank,

Good to hear from you.. let me find a good time.. He's on travel from Dec 1-6.. we'll have to focus on next week...

Need to discuss with Dan as well...see what I can move around...

On Wed, Nov 20, 2013 at 10:35 PM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

Dan – I'm back in town and heard you'll be at ITIF tomorrow. I can't make it – two other colleagues will be there – yet wanted to follow-up to see if you were interested in grabbing time over the next several weeks. I'm in town until the 9<sup>th</sup> when I head off to the UK. It would be great to catch up. Take care - Frank

**From:** Daniel Tangherlini - A [mailto:dan.tangherlini@gsa.gov]  
**Sent:** Monday, October 28, 2013 5:13 PM  
**To:** Digiammarino, Frank  
**Cc:** Tanya Daggett - AC ; Jolene Lester - A  
**Subject:** Re: Amazon Visit..... Dan Tangherlini

Frank, thanks for asking! Internally, we have been using Amazon as an example for the transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

---

-Dan

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

See Frank's question..

----- Forwarded message -----

From: **Frank DiGiammarino** (b) (6)  
Date: Mon, Oct 28, 2013 at 2:05 PM  
Subject: RE: Amazon Visit..... Dan Tangherlini  
To: Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) [amazon.com](mailto:(b)(6)@amazon.com). Take care - Frank

---

Date: Mon, 28 Oct 2013 11:30:19 -0400  
Subject: Amazon Visit..... Dan Tangherlini  
From: [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)  
To: (b) (6)

Hello there....

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

Let me know if you're available...

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

---

**Washington, DC 20405**

office: (b) (6)  
mobile:

--  
Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)  
mobile:

--  
Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)  
mobile:

---

**Subject:** Re: Dan Tangerlini  
**Date:** Wed, 16 Apr 2014 15:22:11 -0400  
**From:** Tanya Daggett - AC <tanya.daggett@gsa.gov>  
**To:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**Message-ID:** <CAPG\_kLkCWkQy9PASQnc=bw5=j\_mfGWhQfoEivFLi0hzFT2dLDw@mail.gmail.com>  
**MD5:** 7bcf36b07564412ccff1f0c0c9a94f72

Frank,

I spoke to Dan, as I mentioned, this is during the week of his family vacation.. He wanted to first make sure June 24th is the date you would like for him to be the keynote speaker? He's willing to be the keynote speaker as long we get clearance from (b) (6) and our ethics office.. I'm going to move forward with our ethics office, so that will not be a hold up. Dan is on travel, returning to the office on Monday, so i will not have a final confirmation from his wife until next week. I have a tentative hold on his schedule, until I receive both confirmations.

As a federal employee, Administrator, Dan Tangherlini, is governed by a number Federal ethics rules and regulations. His invitations are reviewed to determine if the event comports with those rules and regulations. Please let us know if you are offering any additional items to Mr. Tangherlini during this event that were not discussed in your invitation, including, but not limited to modest items of food and refreshment, so that we may determine whether those items are acceptable.

If you have any questions, please contact the Shana Vinson of the Ethics Law Staff on (b) (6) .

Our ethics team will more than likely want to speak with someone.. do you mind directing me to the individual that the ethics office can work with moving forward.

Thanks again!

**Thank You!**

**Tanya Daggett**

---

GSA Headquarters  
1800 F Street NW  
Room 6461  
Washington, DC 20405

office: (b) (6)  
mobile: (b) (6)

On Mon, Apr 14, 2014 at 6:46 AM, Digiammarino, Frank <(b) (6)@amazon.com> wrote:

Thank you!

**From:** Tanya Daggett - AC [mailto:[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)]  
**Sent:** Sunday, April 13, 2014 10:50 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Dan Tangerlini

Hello,

Let me check with Dan, I believe he's scheduled to be on a family vacation.

Sent from my iPhone

On Apr 13, 2014, at 10:12 PM, "Digiammarino, Frank" <(b) (6)@amazon.com> wrote:

Dan - AWS Worldwide Public Sector will be hosting our 5th Annual AWS Government, Education, and Nonprofits Symposium June 24 - 26, 2014 at the D C Convention Center. We will be bringing together over 2000 people from our Government, Education, and Nonprofit customer and partner ecosystem to network and learn about the latest trends, best practices and ways organizations are driving innovation, savings and efficiencies using the cloud.  
(<http://aws.amazon.com/events/wwwps/symposia/washington/>)

We would very much like to invite you to give a keynote presentation to set the tone for our two day program centered around how cloud enables organizations to deliver more mission for the money. Your passion for accelerating efficiencies and innovation across federal government would add a tremendous amount of value. We'd love to highlight how you are working to advocate change and the ways government can rethink traditional approaches to achieve impact. The session 30 minutes on June 24<sup>th</sup>. Please let me know if this is something you'd be interested in doing.

We'd love to include you and GSA on the program, We've already secured leaders from NASA, HHS, and expect to have speakers from NJ State Police, Harvard Medical and more. Look forward to hearing back.

Take care – Frank

Frank DiGiammarino  
Director, Innovation and Global Expansion  
World Wide Public Sector  
Amazon Web Services

<[image001.png](#)>

<http://aws.amazon.com>

---

**From:** Digiammarino, Frank  
**Sent:** Wednesday, October 30, 2013 11:04 A M  
**To:** Daniel Tangherlini - A  
**C c:** Tanya Daggett - A C ;Jolene Lester - A ;(b) (6)  
**Subject:** R E :A mazon Visit.....Dan Tangherlini

Dan – Thanks for thinking of us and the team is excited to host you in Seattle. I want to update you on your visit. I will be on my way to Japan that day and unable to join for the conversation. The two gentlemen I've copied on this message, however, are going to be able to host you and make sure you get to have an engaging conversation with our team in Seattle. (b) (6) is our General Manager for State, Local and Education in the United States and lives in Seattle. Steve was one of the reasons I came to Amazon and has a great perspective on the company and what makes it tick. He will be with you for however long you are at Amazon and I'm sure you two will hit it off. (b) (6) is our General Manager for the U S Civilian business. He and his team are based in Herndon, VA and will work with Tanya to help coordinate with the team in Seattle and make sure you get the most out of your time. I really regret not being part of the party! I'm back from my travels for the week of 11/18. Would you like to grab some time that week? If so, Tanya (Superstar) knows how to get me ☺

Have a blast and I look forward to catching up again soon. Take care - Frank

**From:** Daniel Tangherlini - A [<mailto:dan.tangherlini@gsa.gov>]  
**Sent:** Monday, October 28, 2013 5:13 PM  
**To:** Digiammarino, Frank  
**C c:** Tanya Daggett - A C ;Jolene Lester - A  
**Subject:** Re: Amazon Visit.....Dan Tangherlini

Frank, thanks for asking! Internally, we have been using Amazon as an example for the transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

-Dan

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

See Frank's question..

----- Forwarded message -----

**From:** Frank DiGiammarino (b) (6)  
**Date:** Mon, Oct 28, 2013 at 2:05 PM  
**Subject:** RE: Amazon Visit..... Dan Tangherlini  
**To:** Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web

Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) [amazon.com](mailto:(b) (6)@amazon.com). Take care - Frank

---

Date: Mon, 28 Oct 2013 11:30:19 -0400  
Subject: Amazon Visit..... Dan Tangherlini  
From: [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)  
To: (b) (6)

Hello there....

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

Let me know if you're available...

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)

mobile: (b) (6)

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**  
**1800 F Street NW**  
**Washington, DC 20405**

office: (b) (6)  
mobile:

--  
Thank You!

Tanya Daggett

---

**GSA Headquarters**  
**1800 F Street NW**  
**Washington, DC 20405**

office: (b) (6)  
mobile:

---

Non-Responsive

**From:** Tanya Daggett - AC [<mailto:tanya.daggett@gsa.gov>]  
**Sent:** Wednesday, April 16, 2014 3:22 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Dan Tangerlini

Frank,

I spoke to Dan, as I mentioned, this is during the week of his family vacation.. He wanted to first make sure June 24th is the date you would like for him to be the keynote speaker? He's willing to be the keynote speaker as long we get clearance from (b) (6) and our ethics office.. I'm going to move forward with our ethics office, so that will not be a hold up. Dan is on travel, returning to the office on Monday, so i will not have a final confirmation from his wife until next week. I have a tentative hold on his schedule, until I receive both confirmations.

As a federal employee, Administrator, Dan Tangherlini, is governed by a number Federal ethics rules and regulations. His invitations are reviewed to determine if the event comports with those rules and regulations. Please let us know if you are offering any additional items to Mr. Tangherlini during this event that were not discussed in your invitation, including, but not limited to modest items of food and refreshment, so that we may determine whether those items are acceptable.

If you have any questions, please contact the Shana Vinson of the Ethics Law Staff on (b) (6)

Our ethics team will more than likely want to speak with someone.. do you mind directing me to the individual that the ethics office can work with moving forward.

---

Thanks again!

**Thank You!**

**Tanya Daggett**

---

**GSA Headquarters**

**1800 F Street NW**

**Room 6461**

**Washington, DC 20405**

office: (b) (6)

mobile:

On Mon, Apr 14, 2014 at 6:46 AM, Digiammarino, Frank <(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)> wrote:

Thank you!

**From:** Tanya Daggett - AC [mailto:[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)]  
**Sent:** Sunday, April 13, 2014 10:50 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Dan Tangerlini

Hello,

Let me check with Dan, I believe he's scheduled to be on a family vacation.

---

Sent from my iPhone

On Apr 13, 2014, at 10:12 PM, "Digiammarino, Frank" <(b) (6) amazon.com> wrote:

Dan - AWS Worldwide Public Sector will be hosting our 5th Annual AWS Government, Education, and Nonprofits Symposium June 24 - 26, 2014 at the D C Convention Center. We will be bringing together over 2000 people from our Government, Education, and Nonprofit customer and partner ecosystem to network and learn about the latest trends, best practices and ways organizations are driving innovation, savings and efficiencies using the cloud. (<http://aws.amazon.com/events/wwps/symposia/washington/>)

We would very much like to invite you to give a keynote presentation to set the tone for our two day pay program centered around how cloud enables organizations to deliver more mission for the money. Your passion for accelerating efficiencies and innovation across federal government would add a tremendous amount of value. We'd love to highlight how you are working to advocate change and the ways government can rethink traditional approaches to achieve impact. The session 30 minutes on June 24<sup>th</sup>. Please let me know if this is something you'd be interested in doing.

We'd love to include you and GSA on the program, We've already secured leaders from NASA, HHS, and expect to have speakers from NJ State Police, Harvard Medical and more. Look forward to hearing back.

Take care – Frank

Frank DiGiammarino  
Director, Innovation and Global Expansion  
World Wide Public Sector  
Amazon Web Services

<image001.png>

<http://aws.amazon.com>

---

Folder: GSA-2018-00143

**Subject:** RE: Dan Tangerlini  
**Date:** Mon, 14 Apr 2014 10:46:08 +0000  
**From:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**To:** Tanya Daggett - AC <tanya.daggett@gsa.gov>  
**Message-ID:** <8EB44FCCDE5D5C46B83984CBD404481518DC6FDE@ex10-mbx-25001.ant.amazon.com>  
**MD5:** 0d53361ca99d0bf79fccdbed90d1eef7

Thank you!

**From:** Tanya Daggett - A C [mailto:tanya.daggett@gsa.gov]  
**Sent:** Sunday, April 13, 2014 10:50 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Dan Tangerlini

Hello,

Let me check with Dan, I believe he's scheduled to be on a family vacation.

Sent from my iPhone

On Apr 13, 2014, at 10:12 PM, "Digiammarino, Frank" <(b) (6) amazon.com> wrote:

Dan - AWS Worldwide Public Sector will be hosting our 5th Annual AWS Government, Education, and Nonprofits Symposium June 24 - 26, 2014 at the D C Convention Center. We will be bringing together over 2000 people from our Government, Education, and Nonprofit customer and partner ecosystem to network and learn about the latest trends, best practices and ways organizations are driving innovation, savings and efficiencies using the cloud.  
(<http://aws.amazon.com/events/wwps/symposia/washington/>)

We would very much like to invite you to give a keynote presentation to set the tone for our two day program centered around how cloud enables organizations to deliver more mission for the money. Our passion for accelerating efficiencies and innovation across federal government would add a tremendous amount of value. We'd love to highlight how you are working to advocate change and the ways government can rethink traditional approaches to achieve impact. The session 30 minutes on June 24<sup>th</sup>. Please let me know if this is something you'd be interested in doing.

We'd love to include you and GS A on the program, We've already secured leaders from NASA HHS, and expect to have speakers from NJ State Police, Harvard Medical and more. Look forward to hearing back.

Take care – Frank

Frank DiGiammarino  
Director, Innovation and Global Expansion  
World Wide Public Sector  
Amazon Web Services

<image001.png>

<http://aws.amazon.com>

---

**Subject:** Re: Amazon Visit..... Dan Tangherlini  
**Date:** Wed, 30 Oct 2013 21:46:10 -0400  
**From:** Daniel Tangherlini - A <dan.tangherlini@gsa.gov>  
**To:** "(b) (6)" <[REDACTED]@amazon.com>, "(b) (6)" <[REDACTED]@amazon.com>, "Digiammarino, Frank" <[REDACTED]@amazon.com>  
**Cc:** Tanya Daggett - AC <tanya.daggett@gsa.gov>, Jolene Lester - A <jolene.lester@gsa.gov>  
**Message-ID:** <5739644738726230727@unknownmsgid>  
**MD5:** fbc868b257ab6fe851d443d9ea4534e9

I read Black Swan a while back, so I was happy to see the reference in Everything Store! Might I suggest "American Icon" as another title for our book club?

All kidding aside, I am looking forward to meeting folks and getting some ideas.

-Dan

Non-Responsive



**From:** Digiammarino, Frank  
**Sent:** Wednesday, October 30, 2013 11:04 A M  
**To:** Daniel Tangherlini - A  
**Cc:** Tanya Daggett - A C ;Jolene Lester - A ;V anDyke,Doug; Halliwell,Steven  
**Subject:** R E :A mazon Visit..... Dan Tangherlini

Dan – Thanks for thinking of us and the team is excited to host you in Seattle. I want to update you on your visit. I will be on my way to Japan that day and unable to join for the conversation. The two gentlemen I've copied on this message, however, are going to be able to host you and make sure you get to have an engaging conversation with our team in Seattle. (b) (6) is our General Manager for State, Local and Education in the United States and lives in Seattle. Steve was one of the reasons I came

to Amazon and has a great perspective on the company and what makes it tick. He will be with you for however long you are at Amazon and I'm sure you two will hit it off. (b) (6) is our General Manager for the US Civilian business. He and his team are based in Herndon, VA and will work with Tanya to help coordinate with the team in Seattle and make sure you get the most out of your time. I really regret not being part of the party! I'm back from my travels for the week of 11/18. Would you like to grab some time that week? If so, Tanya (Superstar) knows how to get me ☺

Have a blast and I look forward to catching up again soon. Take care - Frank

**From:** Daniel Tangherlini - A [<mailto:dan.tangherlini@gsa.gov>]  
**Sent:** Monday, October 28, 2013 5:13 PM  
**To:** Digiammarino, Frank  
**Cc:** Tanya Daggett - AC; Jolene Lester - A  
**Subject:** Re: Amazon Visit..... Dan Tangherlini

Frank, thanks for asking! Internally, we have been using Amazon as an example for the transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

-Dan

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

See Frank's question..

----- Forwarded message -----

**From:** Frank DiGiammarino (b) (6)  
**Date:** Mon, Oct 28, 2013 at 2:05 PM  
**Subject:** RE: Amazon Visit..... Dan Tangherlini  
**To:** Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) [amazon.com](mailto:amazon.com). Take care - Frank

---

**Date:** Mon, 28 Oct 2013 11:30:19 -0400  
**Subject:** Amazon Visit..... Dan Tangherlini  
**From:** [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)  
**To:** (b) (6)

Hello there....

---

Folder: GSA-2018-00143

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

Let me know if you're available...

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)

mobile:

--

Thank You!

Tanya Daggett


---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)

mobile: (b) (6) 

**Subject:** RE: Amazon Visit..... Dan Tangherlini  
**Date:** Thu, 21 Nov 2013 03:35:39 +0000  
**From:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**To:** Daniel Tangherlini - A <dan.tangherlini@gsa.gov>  
**Cc:** Tanya Daggett - AC <tanya.daggett@gsa.gov>  
**Message-ID:** <8EB44FCCDE5D5C46B83984CBD404481518CA35C6@ex10-mbx-25001.ant.amazon.com>  
**MD5:** 8c810e68b7aa81df676704bb8d71496f

Dan – I'm back in town and heard you'll be at ITI tomorrow. I can't make it – two other colleagues will be there – yet wanted to follow-up to see if you were interested in grabbing time over the next several weeks. I'm in town until the 9<sup>th</sup> when I head off to the U.K. It would be great to catch up. Take care - Frank

**From:** Daniel Tangherlini - A [mailto:dan.tangherlini@gsa.gov]  
**Sent:** Monday, October 28, 2013 5:13 PM  
**To:** Digiammarino, Frank  
**Cc:** Tanya Daggett - A C ; Jolene Lester - A  
**Subject:** Re: Amazon Visit..... Dan Tangherlini

Frank, thanks for asking! Internally, we have been using Amazon as an example for the transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

-Dan

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

See Frank's question..

----- Forwarded message -----

**From:** Frank DiGiammarino (b) (6)  
**Date:** Mon, Oct 28, 2013 at 2:05 PM  
**Subject:** RE: Amazon Visit..... Dan Tangherlini  
**To:** Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) [amazon.com](mailto:(b) (6)@amazon.com). Take care - Frank

---

**Date:** Mon, 28 Oct 2013 11:30:19 -0400  
**Subject:** Amazon Visit..... Dan Tangherlini

---

Folder: GSA-2018-00143

From: [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)

To: (b) (6)

Hello there....

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

Let me know if you're available...

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)

mobile:

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

---

**Washington, DC 20405**

office: (b) (6)  
mobile:

**Subject:** RE: Dan Tangerlini  
**Date:** Mon, 21 Apr 2014 14:23:58 +0000  
**From:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**To:** Tanya Daggett - AC <tanya.daggett@gsa.gov>  
**Cc:** "(b) (6) amazon.com>, "(b) (6) @amazon.com>  
**Message-ID:** <8EB44FCCDE5D5C46B83984CBD404481518DCE4BA@ex10-mbx-25001.ant.amazon.com>  
**MD5:** 74b41e0479fa19ea33f8d2a464ba139e

Tanya – You're the best! I'm just back from vacation myself. I've copied (b) (6) who will help you with all the details/questions. Take care - Frank

**From:** Tanya Daggett - AC [<mailto:tanya.daggett@gsa.gov>]  
**Sent:** Wednesday, April 16, 2014 3:22 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Dan Tangerlini

Frank,

I spoke to Dan, as I mentioned, this is during the week of his family vacation.. He wanted to first make sure June 24th is the date you would like for him to be the keynote speaker? He's willing to be the keynote speaker as long we get clearance from (b) (6) and our ethics office.. I'm going to move forward with our ethics office, so that will not be a hold up. Dan is on travel, returning to the office on Monday, so i will not have a final confirmation from his wife until next week. I have a tentative hold on his schedule, until I receive both confirmations.

As a federal employee, Administrator, Dan Tangherlini, is governed by a number Federal ethics rules and regulations. His invitations are reviewed to determine if the event comports with those rules and regulations. Please let us know if you are offering any additional items to Mr. Tangherlini during this event that were not discussed in your invitation, including, but not limited to modest items of food and refreshment, so that we may determine whether those items are acceptable.

If you have any questions, please contact the Shana Vinson of the Ethics Law Staff on (b) (6).

Our ethics team will more than likely want to speak with someone.. do you mind directing me to the individual that the ethics office can work with moving forward.

Thanks again!

**Thank You!**

**Tanya Daggett**

---

**GSA Headquarters**

**1800 F Street NW**

**Room 6461**

**Washington, DC 20405**

office: (b) (6)

mobile:

On Mon, Apr 14, 2014 at 6:46 AM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

Thank you!

**From:** Tanya Daggett - AC [mailto:tanya.daggett@gsa.gov]  
**Sent:** Sunday, April 13, 2014 10:50 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Dan Tangerlini

Hello,

Let me check with Dan, I believe he's scheduled to be on a family vacation.

Sent from my iPhone

On Apr 13, 2014, at 10:12 PM, "Digiammarino, Frank" <(b) (6) amazon.com> wrote:

Dan - AWS Worldwide Public Sector will be hosting our 5th Annual AWS Government, Education, and Nonprofits Symposium June 24 - 26, 2014 at the D C Convention Center. We will be bringing together over 2000 people from our Government, Education, and Nonprofit customer and partner ecosystem to network and learn about the latest trends, best practices and ways organizations are driving innovation, savings and efficiencies using the cloud. (<http://aws.amazon.com/events/wwps/symposia/washington/>)

We would very much like to invite you to give a keynote presentation to set the tone for our two day pay program centered around how cloud enables organizations to deliver more mission for the money. Your passion for accelerating efficiencies and innovation across federal government would add a tremendous amount of value. We'd love to highlight how you are working to advocate change and the ways government can rethink traditional approaches to achieve impact. The session 30 minutes on June 24<sup>th</sup>. Please let me know if this is something you'd be interested in doing.

We'd love to include you and GSA on the program, We've already secured leaders from NASA, HHS, and expect

---

Folder: GSA-2018-00143

to have speakers from N J State Police, Harvard Medical and more. L ookforward to hearing back.  
Take care – Frank

Frank DiGiammarino  
Director, Innovation and Global Expansion  
World Wide Public Sector  
Amazon Web Services

[<image001.png>](#)

<http://aws.amazon.com>

Non-Responsive



**From:** Tanya Daggett - AC [<mailto:tanya.daggett@gsa.gov>]  
**Sent:** Wednesday, April 16, 2014 3:22 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Dan Tangerlini

Frank,

I spoke to Dan, as I mentioned, this is during the week of his family vacation.. He wanted to first make sure June 24th is the date you would like for him to be the keynote speaker? He's willing to be the keynote speaker as long we get clearance from (b) (6) and our ethics office.. I'm going to move forward with our ethics office, so that will not be a hold up. Dan is on travel, returning to the office on Monday, so i will not have a final confirmation from his wife until next week. I have a tentative hold on his schedule, until I receive both confirmations.

---

As a federal employee, Administrator, Dan Tangherlini, is governed by a number Federal ethics rules and regulations. His invitations are reviewed to determine if the event comports with those rules and regulations. Please let us know if you are offering any additional items to Mr. Tangherlini during this event that were not discussed in your invitation, including, but not limited to modest items of food and refreshment, so that we may determine whether those items are acceptable.

If you have any questions, please contact the Shana Vinson of the Ethics Law Staff on (b) (6).

Our ethics team will more than likely want to speak with someone.. do you mind directing me to the individual that the ethics office can work with moving forward.

Thanks again!

**Thank You!**

**Tanya Daggett**

---

**GSA Headquarters**

**1800 F Street NW**

**Room 6461**

**Washington, DC 20405**

office: (b) (6)

mobile: (b) (6)

On Mon, Apr 14, 2014 at 6:46 AM, Digiammarino, Frank <(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)> wrote:

---

Thank you!

**From:** Tanya Daggett - AC [mailto:[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)]  
**Sent:** Sunday, April 13, 2014 10:50 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Dan Tangerlini

Hello,

Let me check with Dan, I believe he's scheduled to be on a family vacation.

Sent from my iPhone

On Apr 13, 2014, at 10:12 PM, "Digiammarino, Frank" <(b) (6) [amazon.com](mailto:amazon.com)> wrote:

Dan - AWS Worldwide Public Sector will be hosting our 5th Annual AWS Government, Education, and Nonprofits Symposium June 24 - 26, 2014 at the D C Convention Center. We will be bringing together over 2000 people from our Government, Education, and Nonprofit customer and partner ecosystem to network and learn about the latest trends, best practices and ways organizations are driving innovation, savings and efficiencies using the cloud.  
(<http://aws.amazon.com/events/wwps/symposia/washington/>)

We would very much like to invite you to give a keynote presentation to set the tone for our two day program centered around how cloud enables organizations to deliver more mission for the money. Your passion for accelerating efficiencies and innovation across federal government would add a tremendous amount of value. We'd love to highlight how you are working to advocate change and the ways government can rethink traditional approaches to achieve impact. The session 30 minutes on June 24<sup>th</sup>. Please let me know if this is something you'd be interested in doing.

We'd love to include you and GSA on the program, We've already secured leaders from NASA, HHS, and expect to have speakers from NJ State Police, Harvard Medical and more. Look forward to hearing back.

Take care – Frank

Frank DiGiammarino  
Director, Innovation and Global Expansion  
World Wide Public Sector  
Amazon Web Services

<[image001.png](#)>

<http://aws.amazon.com>

---

Non-Responsive, (b)(5)



----- Forwarded message -----

From: Digiammarino, Frank <(b) (6) amazon.com>

Date: Sun, Apr 13, 2014 at 10:12 PM

Subject: FW: Dan Tangerlini

To: "Daniel Tangherlini - A (dan.tangherlini@gsa.gov)" <dan.tangherlini@gsa.gov>

Cc: "Tanya Daggett - AC (tanya.daggett@gsa.gov)" <tanya.daggett@gsa.gov>, "(b) (6) amazon.com">

---

Dan - AWS Worldwide Public Sector will be hosting our 5th Annual AWS Government, Education, and Nonprofits Symposium June 24 - 26, 2014 at the DC Convention Center. We will be bringing together over 2000 people from our Government, Education, and Nonprofit customer and partner ecosystem to network and learn about the latest trends, best practices and ways organizations are driving innovation, savings and efficiencies using the cloud. (<http://aws.amazon.com/events/wwps/symposia/washington/>)

We would very much like to invite you to give a keynote presentation to set the tone for our two day pay program centered around how cloud enables organizations to deliver more mission for the money. Your passion for accelerating efficiencies and innovation across federal government would add a tremendous amount of value. We'd love to highlight how you are working to advocate change and the ways government can rethink traditional approaches to achieve impact. The session 30 minutes on June 24<sup>th</sup>. Please let me know if this is something you'd be interested in doing.

We'd love to include you and GSA on the program, We've already secured leaders from NASA, HHS, and expect to have speakers from NJ State Police, Harvard Medical and more. Look forward to hearing back. Take care – Frank

Frank DiGiammarino  
Director, Innovation and Global Expansion  
World Wide Public Sector  
Amazon Web Services

[<image001.png>](#)

<http://aws.amazon.com>

---

**Subject:** Re: Amazon Visit..... Dan Tangherlini  
**Date:** Tue, 26 Nov 2013 20:36:06 +0000  
**From:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**To:** Tanya Daggett - AC <tanya.daggett@gsa.gov>  
**Message-ID:** <1B17DF87-8A57-4ADC-99E6-8B5F0D41DF24@amazon.com>  
**MD5:** 53fecac9054d7eab2a62698518555108

I will make it on time. On metro now

On Nov 26, 2013, at 3:07 PM, "Tanya Daggett - AC" <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

Ok

On Tue, Nov 26, 2013 at 3:03 PM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

I'll leave and get there as fast as I can. Thanks - Frank

**From:** Tanya Daggett - AC [mailto:[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)]  
**Sent:** Tuesday, November 26, 2013 3:03 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Amazon Visit..... Dan Tangherlini

Dan has a meeting at 5pm now... he wanted to know if you could meet him for coffee (same place) at 4pm?

On Mon, Nov 25, 2013 at 7:52 PM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

Hi- Please confirm the time and place for tomorrow morning. Thanks Frank

Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

Frank,

Good to hear from you.. let me find a good time.. He's on travel from Dec 1-6.. we'll have to focus on next week...

Need to discuss with Dan as well...see what I can move around...

On Wed, Nov 20, 2013 at 10:35 PM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

Dan – I'm back in town and heard you'll be at ITIF tomorrow. I can't make it – two other colleagues will be there – yet wanted to follow-up to see if you were interested in grabbing time over the next several weeks. I'm in town until the 9<sup>th</sup> when I head off to the U.K. It would be great to catch up. Take care - Frank

**From:** Daniel Tangherlini - A [mailto:[dan.tangherlini@gsa.gov](mailto:dan.tangherlini@gsa.gov)]  
**Sent:** Monday, October 28, 2013 5:13 PM

---

**To:** Digiammarino, Frank  
**Cc:** Tanya Daggett - A C ;Jolene Lester - A  
**Subject:** Re: Amazon Visit.....Dan Tangherlini

Frank, thanks for asking! Internally, we have been using Amazon as an example for the transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

-Dan

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

See Frank's question..

----- Forwarded message -----

From: **Frank DiGiammarino** <(b) (6)>  
Date: Mon, Oct 28, 2013 at 2:05 PM  
Subject: RE: Amazon Visit..... Dan Tangherlini  
To: Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) [amazon.com](mailto:(b) (6)@amazon.com). Take care - Frank

---

Date: Mon, 28 Oct 2013 11:30:19 -0400  
Subject: Amazon Visit..... Dan Tangherlini  
From: [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)  
To: (b) (6)

Hello there....

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Folder: GSA-2018-00143

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

Let me know if you're available...

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)

mobile:

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)

mobile:

--

Thank You!

---

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)  
mobile:

--

Thank You!

Have a wonderful Thanksgiving!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)  
mobile:

--

Thank You!

Have a wonderful Thanksgiving!

---

Tanya Daggett

---

GSA Headquarters  
1800 F Street NW  
Washington, DC 20405

office: (b) (6)  
mobile:

Non-Responsive

**From:** Tanya Daggett - AC [<mailto:tanya.daggett@gsa.gov>]  
**Sent:** Wednesday, April 16, 2014 3:22 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Dan Tangerlini

Frank,

I spoke to Dan, as I mentioned, this is during the week of his family vacation.. He wanted to first make sure June 24th is the date you would like for him to be the keynote speaker? He's willing to be the keynote speaker as long we get clearance from (b) (6) and our ethics office.. I'm going to move forward with our ethics office, so that will not be a hold up. Dan is on travel, returning to the office on Monday, so i will not have a final confirmation from his wife until next week. I have a tentative hold on his schedule, until I receive both confirmations.

As a federal employee, Administrator, Dan Tangherlini, is governed by a number Federal ethics rules and regulations. His invitations are reviewed to determine if the event comports with those rules and regulations. Please let us know if you are offering any additional items to Mr. Tangherlini during this event that were not discussed in your invitation, including, but not limited to modest items of food and refreshment, so that we may determine whether those items are acceptable.

If you have any questions, please contact the Shana Vinson of the Ethics Law Staff on (b) (6)

Our ethics team will more than likely want to speak with someone.. do you mind directing me to the individual that the ethics office can work with moving forward.

Thanks again!

---

**Thank You!**

**Tanya Daggett**

---

**GSA Headquarters**

**1800 F Street NW**

**Room 6461**

**Washington, DC 20405**

office: (b) (6)

mobile:

On Mon, Apr 14, 2014 at 6:46 AM, Digiammarino, Frank <(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)> wrote:

Thank you!

**From:** Tanya Daggett - AC [mailto:[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)]

**Sent:** Sunday, April 13, 2014 10:50 PM

**To:** Digiammarino, Frank

**Subject:** Re: Dan Tangerlini

Hello,

Let me check with Dan, I believe he's scheduled to be on a family vacation.

Sent from my iPhone

On Apr 13, 2014, at 10:12 PM, "Digiammarino, Frank" <(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)> wrote:

---

Dan - AWS Worldwide Public Sector will be hosting our 5th Annual AWS Government, Education, and Nonprofits Symposium June 24 - 26, 2014 at the D C Convention Center. We will be bringing together over 2000 people from our Government, Education, and Nonprofit customer and partner ecosystem to network and learn about the latest trends, best practices and ways organizations are driving innovation, savings and efficiencies using the cloud. (<http://aws.amazon.com/events/wwps/symposia/washington/>)

We would very much like to invite you to give a keynote presentation to set the tone for our two day program centered around how cloud enables organizations to deliver more mission for the money. Your passion for accelerating efficiencies and innovation across federal government would add a tremendous amount of value. We'd love to highlight how you are working to advocate change and the ways government can rethink traditional approaches to achieve impact. The session 30 minutes on June 24<sup>th</sup>. Please let me know if this is something you'd be interested in doing.

We'd love to include you and GSA on the program, We've already secured leaders from NASA, HHS, and expect to have speakers from NJ State Police, Harvard Medical and more. Look forward to hearing back.

Take care – Frank

Frank DiGiammarino  
Director, Innovation and Global Expansion  
World Wide Public Sector  
Amazon Web Services

[<image001.png>](#)

<http://aws.amazon.com>

---

**Subject:** Re: Amazon Visit..... Dan Tangherlini  
**Date:** Tue, 26 Nov 2013 15:02:49 -0500  
**From:** Tanya Daggett - AC <tanya.daggett@gsa.gov>  
**To:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**Message-ID:** <CAPG\_kLk\_JgfKkrPwa7svnaiCTgnaP8B4JVOe-xfbsjyN1Qoo8A@mail.gmail.com>  
**MD5:** 629e2cd7b737306f11a24f25f7c7f917

Dan has a meeting at 5pm now... he wanted to know if you could meet him for coffee (same place) at 4pm?

On Mon, Nov 25, 2013 at 7:52 PM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

Hi- Please confirm the time and place for tomorrow morning. Thanks Frank

Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

Frank,

Good to hear from you.. let me find a good time.. He's on travel from Dec 1-6.. we'll have to focus on next week...

Need to discuss with Dan as well...see what I can move around...

On Wed, Nov 20, 2013 at 10:35 PM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

Dan – I'm back in town and heard you'll be at ITIF tomorrow. I can't make it – two other colleagues will be there – yet wanted to follow-up to see if you were interested in grabbing time over the next several weeks. I'm in town until the 9<sup>th</sup> when I head off to the U.K. It would be great to catch up. Take care - Frank

**From:** Daniel Tangherlini - A [mailto:[dan.tangherlini@gsa.gov](mailto:dan.tangherlini@gsa.gov)]  
**Sent:** Monday, October 28, 2013 5:13 PM  
**To:** Digiammarino, Frank  
**Cc:** Tanya Daggett - A C ; Jolene Lester - A  
**Subject:** Re: Amazon Visit..... Dan Tangherlini

Frank, thanks for asking! Internally, we have been using Amazon as an example for the transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

-Dan

---

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

See Frank's question..

----- Forwarded message -----

From: **Frank DiGiammarino** <(b) (6)>  
Date: Mon, Oct 28, 2013 at 2:05 PM  
Subject: RE: Amazon Visit..... Dan Tangherlini  
To: Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) [amazon.com](mailto:(b) (6)@amazon.com). Take care - Frank

---

Date: Mon, 28 Oct 2013 11:30:19 -0400  
Subject: Amazon Visit..... Dan Tangherlini  
From: [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)  
To: (b) (6)

Hello there....

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

Let me know if you're available...

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

---

office: (b) (6)  
mobile:

--  
Thank You!

Tanya Daggett

---

**GSA Headquarters**  
**1800 F Street NW**  
**Washington, DC 20405**

office: (b) (6)  
mobile:

--  
Thank You!

Tanya Daggett

---

**GSA Headquarters**  
**1800 F Street NW**  
**Washington, DC 20405**

office: (b) (6)  
mobile:

--  
Thank You!

Have a wonderful Thanksgiving!

Tanya Daggett

---

---

GSA Headquarters  
1800 F Street NW  
Washington, DC 20405

office: (b) (6)  
mobile:

Non-Responsive



**From:** Tanya Daggett - AC [<mailto:tanya.daggett@gsa.gov>]  
**Sent:** Wednesday, April 16, 2014 3:22 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Dan Tangerlini

Frank,

I spoke to Dan, as I mentioned, this is during the week of his family vacation.. He wanted to first make sure June 24th is the date you would like for him to be the keynote speaker? He's willing to be the keynote speaker as long we get clearance (b) (6) and our ethics office.. I'm going to move forward with our ethics office, so that will not be a hold up. Dan is on travel, returning to the office on Monday, so i will not have a final confirmation from his wife until next week. I have a tentative hold on his schedule, until I receive both confirmations.

As a federal employee, Administrator, Dan Tangherlini, is governed by a number Federal ethics rules and regulations. His invitations are reviewed to determine if the event comports with those rules and regulations. Please let us know if you are offering any additional items to Mr. Tangherlini during this event that were not discussed in your invitation, including, but not limited to modest items of food and refreshment, so that we may determine whether those items are acceptable.

---

If you have any questions, please contact the Shana Vinson of the Ethics Law Staff on (b) (6) .

Our ethics team will more than likely want to speak with someone.. do you mind directing me to the individual that the ethics office can work with moving forward.

Thanks again!

**Thank You!**

**Tanya Daggett**

---

**GSA Headquarters**

**1800 F Street NW**

**Room 6461**

**Washington, DC 20405**

office: (b) (6)

mobile:

On Mon, Apr 14, 2014 at 6:46 AM, Digiammarino, Frank <(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)> wrote:

Thank you!

**From:** Tanya Daggett - AC [mailto:[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)]  
**Sent:** Sunday, April 13, 2014 10:50 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Dan Tangerlini

---

Hello,

Let me check with Dan, I believe he's scheduled to be on a family vacation.

Sent from my iPhone

On Apr 13, 2014, at 10:12 PM, "Digiammarino, Frank" <(b) (6) amazon.com> wrote:

Dan - AWS Worldwide Public Sector will be hosting our 5th Annual AWS Government, Education, and Nonprofits Symposium June 24 - 26, 2014 at the D C Convention Center. We will be bringing together over 2000 people from our Government, Education, and Nonprofit customer and partner ecosystem to network and learn about the latest trends, best practices and ways organizations are driving innovation, savings and efficiencies using the cloud. (<http://aws.amazon.com/events/wwps/symposia/washington/>)

We would very much like to invite you to give a keynote presentation to set the tone for our two day program centered around how cloud enables organizations to deliver more mission for the money. Your passion for accelerating efficiencies and innovation across federal government would add a tremendous amount of value. We'd love to highlight how you are working to advocate change and the ways government can rethink traditional approaches to achieve impact. The session 30 minutes on June 24<sup>th</sup>. Please let me know if this is something you'd be interested in doing.

We'd love to include you and GSA on the program, We've already secured leaders from NASA, HHS, and expect to have speakers from NJ State Police, Harvard Medical and more. Look forward to hearing back.

Take care – Frank

Frank DiGiammarino  
Director, Innovation and Global Expansion  
World Wide Public Sector  
Amazon Web Services

<[image001.png](#)>

<http://aws.amazon.com>

---

**Subject:** R E :Dan Tangerlini

Tanya – You're the best! I'm just back from vacation myself. I've copied (b) (6) who will help you with all the details/questions. Take care - Frank

**From:** Tanya Daggett - AC [<mailto:tanya.daggett@gsa.gov>]  
**Sent:** Wednesday, April 16, 2014 3:22 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Dan Tangerlini

Frank,

I spoke to Dan, as I mentioned, this is during the week of his family vacation.. He wanted to first make sure June 24th is the date you would like for him to be the keynote speaker? He's willing to be the keynote speaker as long we get clearance from (b) (6) and our ethics office.. I'm going to move forward with our ethics office, so that will not be a hold up. Dan is on travel, returning to the office on Monday, so i will not have a final confirmation from his wife until next week. I have a tentative hold on his schedule, until I receive both confirmations.

As a federal employee, Administrator, Dan Tangherlini, is governed by a number Federal ethics rules and regulations. His invitations are reviewed to determine if the event comports with those rules and regulations. Please let us know if you are offering any additional items to Mr. Tangherlini during this event that were not discussed in your invitation, including, but not limited to modest items of food and refreshment, so that we may determine whether those items are acceptable.

If you have any questions, please contact the Shana Vinson of the Ethics Law Staff on (b) (6)

Our ethics team will more than likely want to speak with someone.. do you mind directing me to the individual that the ethics office can work with moving forward.

Thanks again!

**Thank You!**

**Tanya Daggett**

---

GSA Headquarters

1800 F Street NW

Room 6461

Washington, DC 20405

office: (b) (6)

mobile: (b) (6)

On Mon, Apr 14, 2014 at 6:46 AM, Digiammarino, Frank <(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)> wrote:

Thank you!

**From:** Tanya Daggett - AC [mailto:[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)]  
**Sent:** Sunday, April 13, 2014 10:50 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Dan Tangerlini

Hello,

Let me check with Dan, I believe he's scheduled to be on a family vacation.

Sent from my iPhone

On Apr 13, 2014, at 10:12 PM, "Digiammarino, Frank" <(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)> wrote:

Dan - AWS Worldwide Public Sector will be hosting our 5th Annual AWS Government, Education, and Nonprofits Symposium June 24 - 26, 2014 at the D C Convention Center. We will be bringing together over 2000 people from our Government, Education, and Nonprofit customer and partner ecosystem to network and learn about the latest trends, best practices and ways organizations are driving innovation, savings and efficiencies using the cloud. (<http://aws.amazon.com/events/wwps/symposia/washington/>)

We would very much like to invite you to give a keynote presentation to set the tone for our two day program centered around how cloud enables organizations to deliver more mission for the money. Your passion for accelerating efficiencies and innovation across federal government would add a tremendous amount of value. We'd love to highlight how you are working to advocate change and the ways government can rethink traditional approaches to achieve impact. The session 30 minutes on June 24<sup>th</sup>. Please let me know if this is something you'd be interested in doing.

We'd love to include you and GSA on the program, We've already secured leaders from NASA, HHS, and expect to have speakers from NJ State Police, Harvard Medical and more. Look forward to hearing back.  
Take care – Frank

Frank DiGiammarino  
Director, Innovation and Global Expansion  
World Wide Public Sector

---

Amazon Web Services

[<image001.png>](#)

<http://aws.amazon.com>

---

Non-Responsive



**From:** Digiammarino, Frank  
**Sent:** Wednesday, October 30, 2013 11:04 A M  
**To:** Daniel Tangherlini - A  
**Cc:** Tanya Daggett - A C ;Jolene Lester - A (b) (6)  
**Subject:** R E :A mazon Visit.....Dan Tangherlini

Dan – Thanks for thinking of us and the team is excited to host you in Seattle. I want to update you on

---

your visit. I will be on my way to Japan that day and unable to join for the conversation. The two gentlemen I've copied on this message, however, are going to be able to host you and make sure you get to have an engaging conversation with our team in Seattle. (b) (6) is our General Manager for State, Local and Education in the United States and lives in Seattle. Steve was one of the reasons I came to Amazon and has a great perspective on the company and what makes it tick. He will be with you for however long you are at Amazon and I'm sure you two will hit it off. (b) (6) is our General Manager for the US Civilian business. He and his team are based in Herndon, VA and will work with Tanya to help coordinate with the team in Seattle and make sure you get the most out of your time. I really regret not being part of the party! I'm back from my travels for the week of 11/18. Would you like to grab some time that week? If so, Tanya (Superstar) knows how to get me ☺

Have a blast and I look forward to catching up again soon. Take care - Frank

**From:** Daniel Tangherlini - A [<mailto:dan.tangherlini@gsa.gov>]  
**Sent:** Monday, October 28, 2013 5:13 PM  
**To:** Digiammarino, Frank  
**Cc:** Tanya Daggett - AC ; Jolene Lester - A  
**Subject:** Re: Amazon Visit..... Dan Tangherlini

Frank, thanks for asking! Internally, we have been using Amazon as an example for the transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

-Dan

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

See Frank's question..

----- Forwarded message -----

**From:** Frank DiGiammarino (b) (6)  
**Date:** Mon, Oct 28, 2013 at 2:05 PM  
**Subject:** RE: Amazon Visit..... Dan Tangherlini  
**To:** Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) [amazon.com](mailto:amazon.com). Take care - Frank

---

**Date:** Mon, 28 Oct 2013 11:30:19 -0400  
**Subject:** Amazon Visit..... Dan Tangherlini  
**From:** [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)  
**To:** (b) (6)

---

Hello there....

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

Let me know if you're available...

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)

mobile:

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

---

office: (b) (6)  
mobile:

--  
Thank You!

Tanya Daggett

---

GSA Headquarters  
1800 F Street NW  
Washington, DC 20405

office: (b) (6)  
mobile:

--  
Thank You!

Tanya Daggett

---

GSA Headquarters  
1800 F Street NW  
Washington, DC 20405

office: (b) (6)  
mobile:

---

Non-Responsive

**From:** Digiammarino, Frank  
**Sent:** Monday, April 21, 2014 10:24 A M  
**To:** Tanya Daggett - A C  
**C c:** (b) (6)  
**Subject:** RE :Dan Tangerlini

Tanya – You're the best! I'm just back from vacation myself. I've copied (b) (6) who will help you with all the details/questions. Take care - Frank

**From:** Tanya Daggett - AC [<mailto:tanya.daggett@gsa.gov>]  
**Sent:** Wednesday, April 16, 2014 3:22 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Dan Tangerlini

Frank,

I spoke to Dan, as I mentioned, this is during the week of his family vacation.. He wanted to first make sure June 24th is the date you would like for him to be the keynote speaker? He's willing to be the keynote speaker as long we get clearance (b) (6) and our ethics office.. I'm going to move forward with our ethics office, so that will not be a hold up. Dan is on travel, returning to the office on Monday, so i will not have a final confirmation (b) (6) until next week. I have a tentative hold on his schedule, until I receive both (b) (6) confirmations.

As a federal employee, Administrator, Dan Tangherlini, is governed by a number Federal ethics rules and regulations. His invitations are reviewed to determine if the event comports with those rules and regulations. Please let us know if you are offering any additional items to Mr. Tangherlini during this event that were not discussed in your invitation, including, but not limited to modest items of food and refreshment, so that we may determine whether those items are acceptable.

If you have any questions, please contact the Shana Vinson of the Ethics Law Staff on (b) (6).

Our ethics team will more than likely want to speak with someone.. do you mind directing me to the individual that the ethics office can work with moving forward.

Thanks again!

**Thank You!**

**Tanya Daggett**

---

**GSA Headquarters**

**1800 F Street NW**

**Room 6461**

**Washington, DC 20405**

office: (b) (6)

mobile:

On Mon, Apr 14, 2014 at 6:46 AM, Digiammarino, Frank <(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)> wrote:

Thank you!

**From:** Tanya Daggett - AC [mailto:[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)]

**Sent:** Sunday, April 13, 2014 10:50 PM

**To:** Digiammarino, Frank

**Subject:** Re: Dan Tangerlini

Hello,

---

Let me check with Dan, I believe he's scheduled to be on a family vacation.

Sent from my iPhone

On Apr 13, 2014, at 10:12 PM, "Digiammarino, Frank" <(b) (6) [amazon.com](mailto:amazon.com)> wrote:

Dan - AWS Worldwide Public Sector will be hosting our 5th Annual AWS Government, Education, and Nonprofits Symposium June 24 - 26, 2014 at the D C Convention Center. We will be bringing together over 2000 people from our Government, Education, and Nonprofit customer and partner ecosystem to network and learn about the latest trends, best practices and ways organizations are driving innovation, savings and efficiencies using the cloud. (<http://aws.amazon.com/events/wwps/symposia/washington/>)

We would very much like to invite you to give a keynote presentation to set the tone for our two day program centered around how cloud enables organizations to deliver more mission for the money. Your passion for accelerating efficiencies and innovation across federal government would add a tremendous amount of value. We'd love to highlight how you are working to advocate change and the ways government can rethink traditional approaches to achieve impact. The session 30 minutes on June 24<sup>th</sup>. Please let me know if this is something you'd be interested in doing.

We'd love to include you and GSA on the program. We've already secured leaders from NASA, HHS, and expect to have speakers from NJ State Police, Harvard Medical and more. Look forward to hearing back.  
Take care – Frank

Frank DiGiammarino  
Director, Innovation and Global Expansion  
World Wide Public Sector  
Amazon Web Services

<[image001.png](#)>

<http://aws.amazon.com>

---

**Subject:** Re: Amazon Visit..... Dan Tangherlini  
**Date:** Thu, 21 Nov 2013 13:06:51 -0500  
**From:** Tanya Daggett - AC <tanya.daggett@gsa.gov>  
**To:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**Message-ID:** <CAPG\_kL=2S8i61b-utX\_7WzE0W\_xJTPzbK7LQ9nc99w1\_TrxPeA@mail.gmail.com>  
**MD5:** 9e2b3d34a354b84d91d73821df01e1ca

Frank,

Good to hear from you.. let me find a good time.. He's on travel from Dec 1-6.. we'll have to focus on next week...

Need to discuss with Dan as well...see what I can move around...

On Wed, Nov 20, 2013 at 10:35 PM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

Dan – I'm back in town and heard you'll be at ITIF tomorrow. I can't make it – two other colleagues will be there – yet wanted to follow-up to see if you were interested in grabbing time over the next several weeks. I'm in town until the 9<sup>th</sup> when I head off to the UK. It would be great to catch up. Take care - Frank

**From:** Daniel Tangherlini - A [mailto:[dan.tangherlini@gsa.gov](mailto:dan.tangherlini@gsa.gov)]  
**Sent:** Monday, October 28, 2013 5:13 PM  
**To:** Digiammarino, Frank  
**Cc:** Tanya Daggett - A C ; Jolene Lester - A  
**Subject:** Re: Amazon Visit..... Dan Tangherlini

Frank, thanks for asking! Internally, we have been using Amazon as an example for the transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

-Dan

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

See Frank's question..

----- Forwarded message -----

From: **Frank DiGiammarino** <(b) (6)>  
Date: Mon, Oct 28, 2013 at 2:05 PM  
Subject: RE: Amazon Visit..... Dan Tangherlini

---

Folder: GSA-2018-00143

To: Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) [amazon.com](mailto:amazon.com). Take care - Frank

---

Date: Mon, 28 Oct 2013 11:30:19 -0400  
Subject: Amazon Visit..... Dan Tangherlini  
From: [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)  
To: (b) (6)

Hello there....

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

Let me know if you're available...

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)

mobile: (b) (6)

--

Thank You!

---

Tanya Daggett

---

**GSA Headquarters**  
**1800 F Street NW**  
**Washington, DC 20405**

office: (b) (6)  
mobile:

--  
Thank You!

Tanya Daggett

---

**GSA Headquarters**  
**1800 F Street NW**  
**Washington, DC 20405**

office: (b) (6)  
mobile

Non-Responsive, (b)(5)

----- Forwarded message -----

From: Digiammarino, Frank <(b) (6) [amazon.com](#)>

Date: Sun, Apr 13, 2014 at 10:12 PM

Subject: FW: Dan Tangerlini

To: "Daniel Tangherlini - A ([dan.tangherlini@gsa.gov](mailto:dan.tangherlini@gsa.gov))" <[dan.tangherlini@gsa.gov](mailto:dan.tangherlini@gsa.gov)>

Cc: "Tanya Daggett - AC ([tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov))" <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>, "(b) (6) [amazon.com](#)>

Dan - AWS Worldwide Public Sector will be hosting our 5th Annual AWS Government, Education, and Nonprofits Symposium June 24 - 26, 2014 at the DC Convention Center. We will be bringing together over 2000 people from our Government, Education, and Nonprofit customer and partner ecosystem to network and learn about the latest trends, best practices and ways organizations are driving innovation, savings and efficiencies using the cloud. (<http://aws.amazon.com/events/wwps/symposia/washington/>)

We would very much like to invite you to give a keynote presentation to set the tone for our two day pay

---

program centered around how cloud enables organizations to deliver more mission for the money. Your passion for accelerating efficiencies and innovation across federal government would add a tremendous amount of value. We'd love to highlight how you are working to advocate change and the ways government can rethink traditional approaches to achieve impact. The session 30 minutes on June 24<sup>th</sup>. Please let me know if this is something you'd be interested in doing.

We'd love to include you and GSA on the program, We've already secured leaders from NASA, HHS, and expect to have speakers from NJ State Police, Harvard Medical and more. Look forward to hearing back.  
Take care – Frank

Frank DiGiammarino  
Director, Innovation and Global Expansion  
World Wide Public Sector  
Amazon Web Services

[<image001.png>](#)

<http://aws.amazon.com>

---

**Subject:** Re: Amazon Visit..... Dan Tangherlini  
**Date:** Tue, 26 Nov 2013 00:52:13 +0000  
**From:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**To:** Tanya Daggett - AC <tanya.daggett@gsa.gov>  
**Message-ID:** <1v3eftxn1e1uvd9vt6dtxnlp.1385427131038@email.android.com>  
**MD5:** c4857d8b0ba2ac263ed417031795a42d

Hi- Please confirm the time and place for tomorrow morning. Thanks Frank

Tanya Daggett - AC <tanya.daggett@gsa.gov> wrote:

Frank,

Good to hear from you.. let me find a good time.. He's on travel from Dec 1-6.. we'll have to focus on next week...

Need to discuss with Dan as well...see what I can move around...

On Wed, Nov 20, 2013 at 10:35 PM, Digiammarino, Frank  
<(b) (6) amazon.com<mailto:(b) (6) amazon.com>> wrote:

Dan – I'm back in town and heard you'll be at ITIF tomorrow. I can't make it – two other colleagues will be there – yet wanted to follow-up to see if you were interested in grabbing time over the next several weeks. I'm in town until the 9th when I head off to the UK. It would be great to catch up. Take care - Frank

From: Daniel Tangherlini - A [mailto:dan.tangherlini@gsa.gov<mailto:dan.tangherlini@gsa.gov>]  
Sent: Monday, October 28, 2013 5:13 PM  
To:  
Cc: Tanya Daggett - AC; Jolene Lester - A  
Subject: Re: Amazon Visit..... Dan Tangherlini

Frank, thanks for asking! Internally, we have been using Amazon as an example for the transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

-Dan

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC  
<tanya.daggett@gsa.gov<mailto:tanya.daggett@gsa.gov>> wrote:  
See Frank's question..  
----- Forwarded message -----  
From: Frank DiGiammarino (b) (6) <mailto:(b) (6)>  
Date: Mon, Oct 28, 2013 at 2:05 PM  
Subject: RE: Amazon Visit..... Dan Tangherlini  
To: Tanya Daggett - AC <tanya.daggett@gsa.gov<mailto:tanya.daggett@gsa.gov>>

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account - (b) (6) amazon.com<mailto:(b) (6) amazon.com>. Take care - Frank

---

Date: Mon, 28 Oct 2013 11:30:19 -0400  
Subject: Amazon Visit..... Dan Tangherlini  
From: tanya.daggett@gsa.gov<mailto:tanya.daggett@gsa.gov>  
To: (b) (6) <mailto:(b) (6)>  
Hello there....

---

Folder: GSA-2018-00143

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

Let me know if you're available...

--

Thank You!

Tanya Daggett

---

GSA Headquarters  
1800 F Street NW  
Washington, DC 20405

office: (b) (6)  
mobile:

--

Thank You!

Tanya Daggett

---

GSA Headquarters  
1800 F Street NW  
Washington, DC 20405

office: (b) (6)  
mobile:

--

Thank You!

Tanya Daggett

---

GSA Headquarters  
1800 F Street NW  
Washington, DC 20405

office: (b) (6)  
mobile:

---

Folder: GSA-2018-00143

**Subject:** Re: Dan Tangerlini  
**Date:** Sun, 13 Apr 2014 22:50:25 -0400  
**From:** Tanya Daggett - AC <tanya.daggett@gsa.gov>  
**To:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**Message-ID:** <-2444752756238949663@unknownmsgid>  
**MD5:** ac3b980795c283ce9362c8d35ab04951

Hello, Let me check with Dan, I believe he's scheduled to be on a family vacation.

Sent from my iPhone

On Apr 13, 2014, at 10:12 PM, "Digiammarino, Frank" <(b) (6) amazon.com> wrote:

Dan - A W S Worldwide Public Sector will be hosting our 5th Annual A W S Government, Education, and Nonprofits Symposium June 24 - 26, 2014 at the D C Convention Center. We will be bringing together over 2000 people from our Government, Education, and Nonprofit customer and partner ecosystem to network and learn about the latest trends, best practices and ways organizations are driving innovation, savings and efficiencies using the cloud.  
(<http://aws.amazon.com/events/wwps/symposia/washington/>)

We would very much like to invite you to give a keynote presentation to set the tone for our two day program centered around how cloud enables organizations to deliver more mission for the money. Your passion for accelerating efficiencies and innovation across federal government would add a tremendous amount of value. We'd love to highlight how you are working to advocate change and the ways government can rethink traditional approaches to achieve impact. The session 30 minutes on June 24<sup>th</sup>. Please let me know if this is something you'd be interested in doing.

We'd love to include you and G S A on the program, We've already secured leaders from N A S A H H S, and expect to have speakers from N J State Police, Harvard Medical and more. Look forward to hearing back.

Take care – Frank

Frank DiGiammarino  
Director, Innovation and Global Expansion  
World Wide Public Sector  
Amazon Web Services

<image001.png>

<http://aws.amazon.com>

---

Washington, DC 20405

office: (b) (6)

mobile:

On Mon, Apr 14, 2014 at 6:46 AM, Digiammarino, Frank <(b) (6)@amazon.com> wrote:

Thank you!

**From:** Tanya Daggett - AC [mailto:[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)]  
**Sent:** Sunday, April 13, 2014 10:50 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Dan Tangerlini

Hello,

Let me check with Dan, I believe he's scheduled to be on a family vacation.

Sent from my iPhone

On Apr 13, 2014, at 10:12 PM, "Digiammarino, Frank" <(b) (6)@amazon.com> wrote:

Dan - AWS Worldwide Public Sector will be hosting our 5th Annual AWS Government, Education, and Nonprofits Symposium June 24 - 26, 2014 at the D C Convention Center. We will be bringing together over 2000 people from our Government, Education, and Nonprofit customer and partner ecosystem to network and learn about the latest trends, best practices and ways organizations are driving innovation, savings and efficiencies using the cloud. (<http://aws.amazon.com/events/wwps/symposia/washington/>)

We would very much like to invite you to give a keynote presentation to set the tone for our two day program centered around how cloud enables organizations to deliver more mission for the money. Your passion for accelerating efficiencies and innovation across federal government would add a tremendous amount of value. We'd love to highlight how you are working to advocate change and the ways government can rethink traditional approaches to achieve impact. The session 30 minutes on June 24<sup>th</sup>. Please let me know if this is something you'd be interested in doing.

We'd love to include you and GSA on the program, We've already secured leaders from NASA, HHS, and expect to have speakers from NJ State Police, Harvard Medical and more. Look forward to hearing back.

Take care – Frank

Frank DiGiammarino  
Director, Innovation and Global Expansion  
World Wide Public Sector  
Amazon Web Services

<image001.png>

<http://aws.amazon.com>

---

**Subject:** Re: Amazon Visit..... Dan Tangherlini  
**Date:** Tue, 26 Nov 2013 15:39:40 -0500  
**From:** Tanya Daggett - AC <tanya.daggett@gsa.gov>  
**To:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**Message-ID:** <CAPG\_kL=YY\_Z22KQNYiOZ+m1L5ROhz69z3niVPoxE\_41zX8sR9A@mail.gmail.com>  
**MD5:** c815703e69ff90f3241df50a501a5e2f

Great.. He'll be waling out in 10 minutes..

Happy Turkey Day.. and have a great weekend.

On Tue, Nov 26, 2013 at 3:36 PM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

I will make it on time. On metro now

On Nov 26, 2013, at 3:07 PM, "Tanya Daggett - AC" <tanya.daggett@gsa.gov> wrote:

Ok

On Tue, Nov 26, 2013 at 3:03 PM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

I'll leave an get there as fast as I can. Thanks - Frank

**From:** Tanya Daggett - AC [mailto:tanya.daggett@gsa.gov]  
**Sent:** Tuesday, November 26, 2013 3:03 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Amazon Visit..... Dan Tangherlini

Dan has a meeting at 5pm now... he wanted to know if you could meet him for coffee (same place) at 4pm?

On Mon, Nov 25, 2013 at 7:52 PM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

Hi- Please confirm the time and place for tomorrow morning. Thanks Frank

Tanya Daggett - AC <tanya.daggett@gsa.gov> wrote:

Frank,

Good to hear from you.. let me find a good time.. He's on travel from Dec 1-6.. we'll have to focus on next week...

Need to discuss with Dan as well...see what I can move around...

---

On Wed, Nov 20, 2013 at 10:35 PM, Digiammarino, Frank <(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)> wrote:

Dan – I'm back in town and heard you'll be at ITIF tomorrow. I can't make it – two other colleagues will be there – yet wanted to follow-up to see if you were interested in grabbing time over the next several weeks. I'm in town until the 9<sup>th</sup> when I head off to the U.K. It would be great to catch up. Take care - Frank

**From:** Daniel Tangherlini - A [mailto:[dan.tangherlini@gsa.gov](mailto:dan.tangherlini@gsa.gov)]  
**Sent:** Monday, October 28, 2013 5:13 PM  
**To:** Digiammarino, Frank  
**Cc:** Tanya Daggett - A C ; Jolene Lester - A  
**Subject:** Re: Amazon Visit..... Dan Tangherlini

Frank, thanks for asking! Internally, we have been using Amazon as an example for the transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

-Dan

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

See Frank's question..

----- Forwarded message -----

**From:** Frank DiGiammarino <(b) (6) >  
**Date:** Mon, Oct 28, 2013 at 2:05 PM  
**Subject:** RE: Amazon Visit..... Dan Tangherlini  
**To:** Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account -

(b) (6) [amazon.com](mailto:(b) (6)@amazon.com). Take care - Frank

---

**Date:** Mon, 28 Oct 2013 11:30:19 -0400  
**Subject:** Amazon Visit..... Dan Tangherlini  
**From:** [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)  
**To:** (b) (6)

Hello there....

---

Folder: GSA-2018-00143

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

Let me know if you're available...

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)

mobile:

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)

mobile:


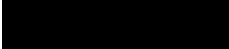
---

--  
Thank You!

Tanya Daggett

---

**GSA Headquarters**  
**1800 F Street NW**  
**Washington, DC 20405**

office: (b) (6)   
mobile: 


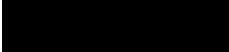
--  
Thank You!

Have a wonderful Thanksgiving!

Tanya Daggett

---

**GSA Headquarters**  
**1800 F Street NW**  
**Washington, DC 20405**

office: (b) (6)   
mobile: 

--  

---

Thank You!

Have a wonderful Thanksgiving!

Tanya Daggett

---

GSA Headquarters  
1800 F Street NW  
Washington, DC 20405

office: (b) (6)  
mobile:

--

Thank You!

Have a wonderful Thanksgiving!

Tanya Daggett

---

GSA Headquarters  
1800 F Street NW  
Washington, DC 20405

office: (b) (6)  
mobile:

---

**Subject:** Re: Amazon Visit..... Dan Tangherlini  
**Date:** Tue, 26 Nov 2013 20:57:23 +0000  
**From:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**To:** Tanya Daggett - AC <tanya.daggett@gsa.gov>  
**Message-ID:** <173FD193-EBB3-42F4-B1D1-3BA1516C7B29@amazon.com>  
**MD5:** 157c047a3db3aff22c255d5add90572d

Here :)

On Nov 26, 2013, at 3:39 PM, "Tanya Daggett - AC" <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

Great.. He'll be waling out in 10 minutes..

Happy Turkey Day.. and have a great weekend.

On Tue, Nov 26, 2013 at 3:36 PM, Digiammarino, Frank <(b) (6) [amazon.com](mailto:amazon.com)> wrote:

I will make it on time. On metro now

On Nov 26, 2013, at 3:07 PM, "Tanya Daggett - AC" <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

Ok

On Tue, Nov 26, 2013 at 3:03 PM, Digiammarino, Frank <(b) (6) [amazon.com](mailto:amazon.com)> wrote:

I'll leave an get there as fast as I can. Thanks - Frank

**From:** Tanya Daggett - AC [mailto:[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)]  
**Sent:** Tuesday, November 26, 2013 3:03 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: A mazon Visit..... Dan Tangherlini

Dan has a meeting at 5pm now... he wanted to know if you could meet him for coffee (same place) at 4pm?

On Mon, Nov 25, 2013 at 7:52 PM, Digiammarino, Frank <(b) (6) [amazon.com](mailto:amazon.com)> wrote:

Hi- Please confirm the time and place for tomorrow morning. Thanks Frank

Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

Frank,

Good to hear from you.. let me find a good time.. He's on travel from Dec 1-6.. we'll have to focus on next week...

---

Need to discuss with Dan as well...see what I can move around...

On Wed, Nov 20, 2013 at 10:35 PM, Digiammarino, Frank <(b) (6) amazon.com> wrote:

Dan – I'm back in town and heard you'll be at ITIF tomorrow. I can't make it – two other colleagues will be there – yet wanted to follow-up to see if you were interested in grabbing time over the next several weeks. I'm in town until the 9<sup>th</sup> when I head off to the UK. It would be great to catch up. Take care - Frank

**From:** Daniel Tangherlini - A [mailto:[dan.tangherlini@gsa.gov](mailto:dan.tangherlini@gsa.gov)]

**Sent:** Monday, October 28, 2013 5:13 PM

**To:** Digiammarino, Frank

**Cc:** Tanya Daggett - A C ; Jolene Lester - A

**Subject:** Re: Amazon Visit.....Dan Tangherlini

Frank, thanks for asking! Internally, we have been using Amazon as an example for the transformation of GSA. In other words, as we look at what we want to become, Amazon is an example of a private-sector best practice for our acquisition side and our emerging tech-service offerings - someone we need to at least learn from and more likely emulate. I am reading Brad Stone's book (The Everything Store) and can't help but find analogues to our efforts here at GSA to lead the transformation of a stodgy, hide-bound, status-quo-loving industry. Ours happens to be a bit bigger, and possibly less flexible than retail!

BTW, I've told Tanya we can be more flexible on the time if there is more to see.

Thanks in advance.

-Dan

On Mon, Oct 28, 2013 at 4:34 PM, Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)> wrote:

See Frank's question..

----- Forwarded message -----

**From:** Frank DiGiammarino <(b) (6)>

**Date:** Mon, Oct 28, 2013 at 2:05 PM

**Subject:** RE: Amazon Visit..... Dan Tangherlini

**To:** Tanya Daggett - AC <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>

Tanya - Great to hear from you! I can probably get him time with some folks in Amazon Web Services. What would his ideal outcome be? Also, let's move this to my work account -

(b) (6) amazon.com. Take care - Frank

---

**Date:** Mon, 28 Oct 2013 11:30:19 -0400

**Subject:** Amazon Visit..... Dan Tangherlini

**From:** [tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)

**To:** (b) (6)

---

Hello there....

Hope you're doing well..

Guess whose trying to connect.. Dan Tangherlini...LOL

Dan will be in Seattle on November 4 and was wondering if he could get a tour of Amazon, as for now, he has a window from 11-12 available.

Let me know if you're available...

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

office: (b) (6)

mobile:

--

Thank You!

Tanya Daggett

---

**GSA Headquarters**

**1800 F Street NW**

**Washington, DC 20405**

---

office: (b) (6)  
mobile:

--  
Thank You!

Tanya Daggett

---

GSA Headquarters  
1800 F Street NW  
Washington, DC 20405

office: (b) (6)  
mobile:

--  
Thank You!

Have a wonderful Thanksgiving!

Tanya Daggett

---

GSA Headquarters  
1800 F Street NW  
Washington, DC 20405

office: (b) (6)  
mobile:

---

--

Thank You!

Have a wonderful Thanksgiving!

Tanya Daggett

---

GSA Headquarters  
1800 F Street NW  
Washington, DC 20405

office: (b) (6)  
mobile:

--

Thank You!

Have a wonderful Thanksgiving!

Tanya Daggett

---

GSA Headquarters  
1800 F Street NW  
Washington, DC 20405

office: (b) (6)  
mobile:

---

**Subject:** FW: Dan Tangerlini  
**Date:** Mon, 14 Apr 2014 02:12:15 +0000  
**From:** "Digiammarino, Frank" <(b) (6) amazon.com>  
**To:** "Daniel Tangherlini - A (dan.tangherlini@gsa.gov)" <dan.tangherlini@gsa.gov>  
**Cc:** "Tanya Daggett - AC (tanya.daggett@gsa.gov)" <tanya.daggett@gsa.gov>, "(b) (6) amazon.com"< amazon.com>  
**Message-ID:** <8EB44FCCDE5D5C46B83984CBD404481518DC6EAB@ex10-mbx-25001.ant.amazon.com>  
**MD5:** a2d9d70fa5e4703f717b08aa4175a68d

Dan - A W S Worldwide Public Sector will be hosting our 5th Annual A W S Government, Education, and Nonprofits Symposium June 24 - 26, 2014 at the D C Convention Center. We will be bringing together over 2000 people from our Government, Education, and Nonprofit customer and partner ecosystem to network and learn about the latest trends, best practices and ways organizations are driving innovation, savings and efficiencies using the cloud.

(<http://aws.amazon.com/events/wwps/symposia/washington/>)

We would very much like to invite you to give a keynote presentation to set the tone for our two day pay program centered around how cloud enables organizations to deliver more mission for the money. Y our passion for accelerating efficiencies and innovation across federal government would add a tremendous amount of value. We'd love to highlight how you are working to advocate change and the ways government can rethink traditional approaches to achieve impact. T he session 30 minutes on June 24<sup>th</sup>. Please let me know if this is something you'd be interested in doing.

We'd love to include you and G S A on the program, We've already secured leaders from N A S A H H S, and expect to have speakers from N J State Police, Harvard Medical and more. L ook forward to hearing back.

Take care – Frank

Frank DiGiammarino  
Director, Innovation and Global Expansion  
World Wide Public Sector  
Amazon Web Services



<http://aws.amazon.com>

---

Non-Responsive

**From:** Digiammarino, Frank  
**Sent:** Monday, April 21, 2014 10:24 A M  
**To:** Tanya Daggett - A C  
**Cc:** (b) (6)  
**Subject:** RE :Dan Tangerlini

Tanya – You're the best! I'm just back from vacation myself. I've copied (b) (6) who will help you with all the details/questions. Take care - Frank

**From:** Tanya Daggett - AC [<mailto:tanya.daggett@gsa.gov>]  
**Sent:** Wednesday, April 16, 2014 3:22 PM  
**To:** Digiammarino, Frank  
**Subject:** Re: Dan Tangerlini

Frank,

I spoke to Dan, as I mentioned, this is during the week of his family vacation.. He wanted to first make sure June 24th is the date you would like for him to be the keynote speaker? He's willing to be the keynote speaker as long we get clearance from (b) (6) and our ethics office.. I'm going to move forward with our ethics office, so that will not be a hold up. Dan is on travel, returning to the office on Monday, so i will not have a final confirmation from his wife until next week. I have a tentative hold on his schedule, until I receive both confirmations.

As a federal employee, Administrator, Dan Tangherlini, is governed by a number Federal ethics rules and regulations. His invitations are reviewed to determine if the event comports with those rules and regulations. Please let us know if you are offering any additional items to Mr. Tangherlini during this event that were not discussed in your invitation, including, but not limited to modest items of food and refreshment, so that we may determine

---

Folder: GSA-2018-00143

whether those items are acceptable.

If you have any questions, please contact the Shana Vinson of the Ethics Law Staff on (b) (6).

Our ethics team will more than likely want to speak with someone.. do you mind directing me to the individual that the ethics office can work with moving forward.

Thanks again!

**Thank You!**

**Tanya Daggett**

---

**GSA Headquarters**

**1800 F Street NW**

**Room 6461**

**Washington, DC 20405**

office: (b) (6)

mobile:

On Mon, Apr 14, 2014 at 6:46 AM, Digiammarino, Frank <(b) (6) [amazon.com](mailto:(b) (6)@amazon.com)> wrote:

Thank you!

**From:** Tanya Daggett - AC [mailto:[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)]

**Sent:** Sunday, April 13, 2014 10:50 PM

**To:** Digiammarino, Frank

**Subject:** Re: Dan Tangerlini

---

Hello,

Let me check with Dan, I believe he's scheduled to be on a family vacation.

Sent from my iPhone

On Apr 13, 2014, at 10:12 PM, "Digiammarino, Frank" <(b) (6) [amazon.com](mailto:amazon.com)> wrote:

Dan - AWS Worldwide Public Sector will be hosting our 5th Annual AWS Government, Education, and Nonprofits Symposium June 24 - 26, 2014 at the D C Convention Center. We will be bringing together over 2000 people from our Government, Education, and Nonprofit customer and partner ecosystem to network and learn about the latest trends, best practices and ways organizations are driving innovation, savings and efficiencies using the cloud. (<http://aws.amazon.com/events/wwps/symposia/washington/>)

We would very much like to invite you to give a keynote presentation to set the tone for our two day pay program centered around how cloud enables organizations to deliver more mission for the money. Your passion for accelerating efficiencies and innovation across federal government would add a tremendous amount of value. We'd love to highlight how you are working to advocate change and the ways government can rethink traditional approaches to achieve impact. The session 30 minutes on June 24<sup>th</sup>. Please let me know if this is something you'd be interested in doing.

We'd love to include you and GSA on the program. We've already secured leaders from NASA, HHS, and expect to have speakers from NJ State Police, Harvard Medical and more. Look forward to hearing back.

Take care – Frank

Frank DiGiammarino  
Director, Innovation and Global Expansion  
World Wide Public Sector  
Amazon Web Services

<[image001.png](#)>

<http://aws.amazon.com>

---

Non-Responsive, (b)(5)

----- Forwarded message -----

From: Digiammarino, Frank <(b) (6) amazon.com>

Date: Sun, Apr 13, 2014 at 10:12 PM

Subject: FW: Dan Tangerlini

To: "Daniel Tangherlini - A (dan.tangherlini@gsa.gov)" <dan.tangherlini@gsa.gov>

Cc: "Tanya Daggett - AC (tanya.daggett@gsa.gov)" <tanya.daggett@gsa.gov>, "(b) (6) amazon.com>

Dan - AWS Worldwide Public Sector will be hosting our 5th Annual AWS Government, Education, and Nonprofits Symposium June 24 - 26, 2014 at the DC Convention Center. We will be bringing together over 2000 people from our Government, Education, and Nonprofit customer and partner ecosystem to network and learn about the latest trends, best practices and ways organizations are driving innovation, savings and efficiencies using the cloud. (<http://aws.amazon.com/events/wwps/symposia/washington/>)

We would very much like to invite you to give a keynote presentation to set the tone for our two day pay program centered around how cloud enables organizations to deliver more mission for the money. Your passion for accelerating efficiencies and innovation across federal government would add a tremendous amount of value. We'd love to highlight how you are working to advocate change and the ways government can rethink traditional approaches to achieve impact. The session 30 minutes on June 24<sup>th</sup>. Please let me know if this is something you'd be interested in doing.

We'd love to include you and GSA on the program, We've already secured leaders from NASA, HHS, and expect to have speakers from NJ State Police, Harvard Medical and more. Look forward to hearing back.  
Take care – Frank

Frank DiGiammarino  
Director, Innovation and Global Expansion  
World Wide Public Sector  
Amazon Web Services



<http://aws.amazon.com>

Non-Responsive, (b)(5)



----- Forwarded message -----

From: Digiammarino, Frank <(b) (6) amazon.com>

Date: Sun, Apr 13, 2014 at 10:12 PM

Subject: FW: Dan Tangerlini

To: "Daniel Tangherlini - A (dan.tangherlini@gsa.gov)" <dan.tangherlini@gsa.gov>

Cc: "Tanya Daggett - AC (tanya.daggett@gsa.gov)" <tanya.daggett@gsa.gov>, "(b) (6) amazon.com>

Dan - AWS Worldwide Public Sector will be hosting our 5th Annual AWS Government, Education, and Nonprofits Symposium June 24 - 26, 2014 at the DC Convention Center. We will be bringing together over 2000 people from our Government, Education, and Nonprofit customer and partner ecosystem to network and learn about the latest trends, best practices and ways organizations are driving innovation, savings and efficiencies using the cloud. (<http://aws.amazon.com/events/wwps/symposia/washington/>)

We would very much like to invite you to give a keynote presentation to set the tone for our two day pay program centered around how cloud enables organizations to deliver more mission for the money. Your passion for accelerating efficiencies and innovation across federal government would add a tremendous amount of value. We'd love to highlight how you are working to advocate change and the ways government can rethink traditional approaches to achieve impact. The session 30 minutes on June 24<sup>th</sup>. Please let me know if this is something you'd be interested in doing.

We'd love to include you and GSA on the program, We've already secured leaders from NASA, HHS, and expect to have speakers from NJ State Police, Harvard Medical and more. Look forward to hearing back.

---

Take care – Frank

Frank DiGiammarino  
Director, Innovation and Global Expansion  
World Wide Public Sector  
Amazon Web Services



<http://aws.amazon.com>

Non-Responsive, (b)(5)

----- Forwarded message -----

From: Digiammarino, Frank <(b) (6) [amazon.com](mailto:amazon.com)>

Date: Sun, Apr 13, 2014 at 10:12 PM

Subject: FW: Dan Tangerlini

To: "Daniel Tangherlini - A ([dan.tangherlini@gsa.gov](mailto:dan.tangherlini@gsa.gov))" <[dan.tangherlini@gsa.gov](mailto:dan.tangherlini@gsa.gov)>

Cc: "Tanya Daggett - AC ([tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov))" <[tanya.daggett@gsa.gov](mailto:tanya.daggett@gsa.gov)>, "(b) (6) [amazon.com](mailto:amazon.com)>

Dan - AWS Worldwide Public Sector will be hosting our 5th Annual AWS Government, Education, and Nonprofits Symposium June 24 - 26, 2014 at the DC Convention Center. We will be bringing together over 2000 people from our Government, Education, and Nonprofit customer and partner ecosystem to network and learn about the latest trends, best practices and ways organizations are driving innovation, savings and efficiencies using the cloud. (<http://aws.amazon.com/events/wwps/symposia/washington/>)

We would very much like to invite you to give a keynote presentation to set the tone for our two day pay program centered around how cloud enables organizations to deliver more mission for the money. Your passion for accelerating efficiencies and innovation across federal government would add a tremendous amount of value. We'd love to highlight how you are working to advocate change and the ways government can rethink traditional approaches to achieve impact. The session 30 minutes on June 24<sup>th</sup>. Please let me know if this is something you'd be interested in doing.

We'd love to include you and GSA on the program, We've already secured leaders from NASA, HHS, and expect to have speakers from NJ State Police, Harvard Medical and more. Look forward to hearing back. Take care – Frank

Frank DiGiammarino  
Director, Innovation and Global Expansion  
World Wide Public Sector  
Amazon Web Services



<http://aws.amazon.com>